

Immigration - 1927

INDIAN TO FIGHT STATUS OF 'ALIEN'

Philadelphia, January 6. (P)—Postponement until tomorrow of the opening of the legal fight to determine whether the American Indian is a "foreigner" was announced tonight by Mr. Bonnelly, counsel for the Iroquois nation. Mr. Bonnelly had planned to file in the federal district court an application for a writ of habeas corpus in the case of Paul Diabo, an Iroquois of the Caughnawaga reservation, in Canada, who was to have been brought to immigration headquarters here today for deportation. The postponement was caused by the non-arrival of the deportation papers from Washington until after the court had adjourned for the day.

Diabo was arrested last March charged with entering this country without a passport. The immigration authorities ordered his deportation and their ruling was upheld by the secretary of labor's board of review.

Mr. Bonnelly said he hoped to establish the right of the Indian to enter his native land despite the ruling subjecting him to the immigration act of 1924. He added that a fund had been raised by the Iroquois nation to carry the case to the United States supreme court if necessary.

African and West Indian Immigration

WASHINGTON, Jan. 15.—During the period July 5 to November, 1926, inclusive, 454 African immigrants were admitted into the United States while 303 emigrant members of the same race left the country to return to their native land. Within the same five months 199 West Indian immigrants were received at American ports and 327 embarked therefrom.—C. P. B.

AFRICA AND WEST INDIAN IMMIGRATION

WASHINGTON, D. C., Feb. 12.—During the six months, July to December, 1926, inclusive, 517 African and 225 West Indian immigrants entered the United States under the permanent immigration quotas. During the same period, 450 Africans and 463 West Indians departed from the country, on a permanent return movement to their native countries. The trend of these two groups for the period mentioned seems to indicate that the departees will exceed the entrants during the present fiscal year.

Many Native Africans Have Entered Country In Last Six Months

WASHINGTON, Feb. 24.—During the six months, July to December, 1926, inclusive, 517 African and 225 West Indian immigrants entered the United States under the permanent immigration quotas. During the same period 450 Africans and 463 West Indians departed from the country, on a permanent return movement to their native countries. The trend of these two groups for the period mentioned seems to indicate that the departees will exceed the entrants during the present fiscal year.

African and West Indian Immigration Grows Yearly

Washington, D. C., July 8.—Since July, 1926, 770 native African blacks are reported as having entered America, seeking permanent residence. Of this year was a heavy month, with 101 African immigrants listed. During the same month 51 native Africans departed from the United States en route to their native land; while in the ten-month period, July, 1926, to April, 1927, inclusive, a total of 735 Africans left this country.

The West Indian immigrants for April totaled 22, with a grand total of 303 for the 10-month period ending with April, 1927; while 13 during April and 662 during the 10 months, July to April, embarked from U. S. ports to return to the West Indies.

Alien Population Shows Net Increase of 284,493

Washington, D. C.—The alien population of the country showed a net increase of 284,493 in the fiscal year ended last September, according to figures announced recently by the commissioner general of immigration. Aliens admitted during the year, including 158,070 who came in as quota immigrants, totaled 538,001, while aliens leaving the country numbered 253,508.

Virtually all of the European countries exhausted their quota during the year. Over 88 per cent of the newcomers last year came from ten countries. Canada, contributing 81,506 immigrant aliens during the fiscal year 1927, led the list, followed by Mexico with 67,721; Germany, 48,513; Irish Free State, 28,054; Great Britain, 24,160; Italy, 17,297; Poland, 9,211; Sweden, 8,287; Norway, 6,068, and France, 4,405.

SAYS MEXICANS ENTER ON INSTALMENT PLAN

Mission Worker Asserts That Border Officials Permit Thous-

sands to Come in Illegally.

Special to The New York Times. EAST NORTHFIELD, Mass., July 9.—"The installment plan has now been extended to the payment of passport and visa fees for Mexicans entering the United States," the Rev. Dr. Jay S. Stowell, an authority on Mexican mission work, declared in an address here before the International Women's Home Mission Conference.

United States officials along the Mexican border have worked out a method by which immigrants who have crossed without the requisite papers may pay their fees by the installment plan, and then make a legal entrance into the United States, Dr. Stowell asserted.

He referred to the Mexicans as the dominating element in the Southwest of the future, and continued:

"I went to Washington a short time ago and they gave me some figures which have never been published. Last year 12,000,000 people went across the border back and forth. Many Mexicans do want to come into the United States, and they have been coming in by hundreds of thousands; and many have been coming in without passports, as that is the easiest way. It is not very difficult to get across the Mexican border."

Dr. Stowell then referred to the Mexican distrust of the United States.

"Sometimes we wonder why the

Mexicans don't trust us," he said. "One of the main reasons is that we took by force of arms a little more than half of Mexico—a fact which we have forgotten years ago, but which the Mexicans have not forgotten."

He pleaded for non-interference in Mexican affairs.

"Mexico is trying to get the Government in the hands of her people," he said. "She is trying to place schools in the country. They are building modern schools. Our future is absolutely tied up with Mexico. The Mexicans are not ideal, but they are pretty likable, in fact, a very charming folk, and they are trying to work out their own destiny. The only thing that Mexicans are asking is that they may be given a chance to work out their own destiny."

NEWS

Newspaper - R.J.

AUG 16 1927

NATURALIZATION AND IMMIGRATION

Since 1791 naturalization in the United States has been limited to the white race, except as the

statutes were amended at the close of the Civil war to permit naturalization of the Negro. This means that America brought the Negro to her shores, but denied him freedom and extended to him formal citizenship only after years of discrimination. She has also invited many thousands of Asiatics to come here to work for her prosperity, and yet has not granted them citizenship.

It was a partial recognition of this travesty on democracy, though more particularly to stop a rush of undesired Asiatics to our shores, which prompted Congress to bring immigration legislation into harmony with naturalization statutes by the act of 1882 which excluded the Chinese, and by the barred zone act of 1917, excluding Hindus and other Asiatics of the yellow and brown races. This legislation, effectually stopped the ingress of all peoples not eligible for citizenship except the Japanese.

The gentlemen's agreement of 1907, by which Japan had agreed to prevent the emigration of her people to the United States, did not accomplish the exclusion of the Japanese as Roosevelt and many others had hoped. From 1907 to 1920 the Japanese population in Western United States more than doubled. The Japanese government made every possible effort to keep its people from coming to our country, but once Japanese reached Hawaii, Canada and Mexico, where immigration was still permitted, there seemed no effectual means of preventing their access to continental United States.

This difficulty Congress faced in 1923-24, and it decided to fall back upon our traditional naturalization policy for judgment as to who should and who should not be admitted to the country. Japan thus found herself classed with the rest of the stigmatized peoples of color in the world, a classification which she has been striving to avoid in her efforts to achieve recognition in the circle of Western nations.

Granting that a nation is justified in admitting to her shores only those who are qualified to become her citizens, America's problem as regards these people now ineligible for citizenship is no longer one of immigration but may be stated as follows: Is the naturalization policy of 1791 a just and wise basis for admission to American citizenship

in 1926 and in the future? In a world rapidly approaching a common

standard of customs and morals, at least so far as its cultured people are concerned, is the color line the proper criterion of judgment as to fitness for American citizenship?

Certainly the time has come for the drafting of a new naturalization and immigration policy as regards Asiatics and peoples of color, which shall regulate admission to the United States and suffrage by resort to high standards of mental and moral life, and shall welcome those possessed of proper qualifications for citizenship, whether white, black or yellow. This would in no wise jeopardize American standards of living, but would go a long way toward eliminating the color line as a source of friction between peoples, and would banish the charge that America is a land of race prejudice.

PLAIN-DEALER CLEVELAND, O.

MAR 21 1927

SAYS ALIEN BILL HAS SPY THREAT

Protection Council Leader Protests Measure.

Registering and finger-printing aliens, as proposed by federal legislation, would build up an elaborate spy system if put into universal practice, according to Miss Jeanette Pearl of the Cleveland Council for Protection of Foreign Born Workers.

Miss Pearl yesterday addressed a joint protest meeting of that body with the National Association for the Advancement of Colored People at Mount Zion Congregational church, E. 55th street and Central avenue S. E.

Councilman Peter Witt advised colored people to be independent in politics for furtherance of their best interests.

Municipal Judge Bradley Hull said he was for the rights of citizens and against this type of class legislation.

Charles White of the colored organization presided.

ALIEN "GATE CRASHERS" STILL POUR IN OVER OUR FRONTIERS

Bootleggers Reap Rich Harvest in Smuggling Foreigners Here From Canada and Mexico

New York Times
6-19-27

ONLY 750 men stand guard on our 7,000 miles of Canadian and Mexican borders to halt the invasion of aliens who slip through in violation of law. It has been estimated that 1,000 enter illegally every day, while a conservative estimate places the number at 100,000 a year.

New York Times
6-19-27

Ignorant of our language and customs, these gate crashers need help to get here and are willing to pay for it. Hence the bootlegging of people has become an organized industry.

This traffic has its agents in the capitals of Europe and Asia. Salesmen of the easy route to the land of high wages tell those who are impatient of national quotas that they need not wait their turn. It is pointed out that, in addition to transportation costs, the Government charges not of the jelly-bean type. Border \$18 for inspection and the applicant patrol officers have had desperate may be sent home. The crooked-encounters with "horsepackers," who trail makes physical and mental ex-aminations unnecessary.

Poles, Russians and other Northern races are advised to take the Canadian route, and this is sometimes the Chinese path of entry.

Much of the illicit immigration is along the Canadian border between Detroit and Maine. The Canadian agent concentrates ten or fifteen aliens in a boarding house and they are conveyed across the Detroit River in skiffs. The price is said to range from \$25 to \$100 at that point, but endless blackmail may exact much more.

The alien is more apt to attempt an entrance at Detroit than elsewhere. One Detroit ferry line transports 500,000 passengers a month. During the rush hours a steady stream of people passes in front of the border patrol. The officers become students of human faces and sift out doubtful ones for examination. Most of the passengers carry permits to cross daily to work in Detroit, but it is probable that many aliens slip through at that point.

An American suit of clothes and hair-cut to match make it easier for Europeans to get across the international bridges on the northern border, but the international bridges on the Rio Grande present a more difficult problem.

Greeks, Syrians, Italians and other Southern races are routed to Cuba or Central America, where admission is easily obtained. From Latin

America they go overland to the Rio Grande; and from Cuba by water to the Florida Keys. An initial fee of \$100 is charged by the ring before the alien is put on a boat in Havana, and there may be another \$50 for the sponge fisherman who relays the cargo to shore. Some of these navigators, fearing detection, have abandoned their charges on lonely islands in the Gulf.

Smuggling Century Old.

Smuggling has been an active trade along the Rio Grande for a century. "Horsepackers," as customs officers call them, cross the Rio Grande in pack trains at remote high wages and strike out through the patient of national quotas that they chaparral with whisky, narcotics or need not wait their turn. It is pointed out that, in addition to transportation costs, the Government charges not of the jelly-bean type. Border \$18 for inspection and the applicant patrol officers have had desperate may be sent home. The crooked-encounters with "horsepackers," who trail makes physical and mental ex-aminations unnecessary.

The most lucrative traffic in aliens is on the Pacific Coast of Mexico, since the Chinese are shipped largely by that route. They command the highest prices because it is difficult to get them through without detection. Chinese girls bring a high fee to the smuggler; they are needed by Chinese restaurants in San Francisco.

For conveying a Chinaman to San Francisco the price in 1913 was \$250—a figure that has doubled and doubled again. The rewards from the business are shown by the investment of 1,300 in equipping a launch that brought thirty-eight Chinese to Half Moon Bay at \$450 a head. In two weeks the smuggler made more than the President of a million-dollar bank earns in a year.

Radio is used by the smugglers on the Pacific Coast in arranging their landing parties. Fishing boats may take the shipment up the coast, or the aliens may be ferried far into the interior by airplane. Two hundred Chinese are said to have been hauled over the air highway in recent years.

James J. Davis, Secretary of Labor, in course of a recent inspection by airplane of the watch on the Rio Grande, said that airplanes were needed by the border patrol. Yet he added: "If we had the whole army guarding the Mexican and Canadian borders and the navy lined along the waterfront, we could not stop this

invasion by infiltration."

What then is the solution of the problem?

Mr. Davis believes that it is to be found in the registration of aliens. There are 1,000,000 aliens in this country who have no right to be here, it is said. The greater the restrictions, the larger will be the number of violations.

TIMES
SEATTLE, WASH.

OCT 10 1927

U. S. LIMITATION ON IMMIGRATION AIDING NEGROES

Laborers From South Get
Jobs That Formerly Went
to Italians Who Are Now
Barred by Quota Rule.

Mr. Jermene's Dispatch.

(Mr. Jermene is an Associate Editor of The Times and his dispatches appear in no other paper.)

Capital City Bureau,
The Seattle Times,
905-6 Colorado Building.

WASHINGTON, Monday, Oct. 10.—

Since the immigration law of 1924 went into effect, more than 45 per cent of our net gain in alien population has come from English-speaking countries. The arrivals from Great Britain and Ireland since the war have been fewer than in the prewar years, but the arrivals from Canada and Newfoundland have been greater.

The huge influx of Italians noted before the war has in effect been turned into an exodus. The new law is doing precisely the things it was designed to do, and it is safe to say that any changes Congress may make in it in the next few years will be in the direction of strengthening rather than weakening it.

Protest was Unavailing.

In the old days, Italian cheap labor was depended upon to keep certain of our industries going, and when it stopped, there was a great outcry of protest. While the new law was being enacted, a powerful lobby was in Washington fighting

to keep the bars down so far as Italians were concerned. But 200,000 a year of that nationality were more than could be assimilated, and so the bars went up.

The industries employing large amounts of cheap labor, in their emergency, turned to negroes from the South, and in that way increased the exodus of that race from the cotton fields. These people have taken up the unskilled tasks formerly given to Italians, and are performing them satisfactorily. Her is found the reason why so many colored people who came North during and immediately after the war have remained in that section. They are thrifty, and in large number have become home owners.

Problem in Southwest.

But while the negroes have solved the problem of the industries, in large part, they have not solved that of the developing Southwest which is depending more and more upon Mexican labor, now coming into the United States in such a way as to create in numerous states a very real social problem.

Mexican immigration has nearly trebled since the war. During the last fiscal year, 66,766 of these people came, and fewer than 5 per cent of them have returned. The number is rapidly increasing, and as it does so, there arises a demand for the application of the quota system of the new law to the countries of the Western Hemisphere.

Here is found the big immigration question of the present time. We could not assimilate the Italians, and it looks as if we could not assimilate the Mexicans, who have become as much of a nuisance to innumerable localities of the Southwest as the Italians to so many localities farther north.

Would Arouse Ill Will.

The difficulty would not be great if we felt that we could shut out the Mexicans and let it go at that. But that can't be done without arousing Latin American ill will, and increasing the feeling of suspicion and distrust in which our southern neighbors held us because of what we have seen fit to do, in the interest of peace and order, south of us to the Panama Canal.

We don't want to shut out the Canadians, and we do want to shut out the Mexicans. As a matter of practical procedure, it is difficult to see how we can shut out one without shutting out the other also. This is the existing problem in a nutshell. A good deal will be heard about it as soon as Congress gets back to work.

Effect of U. S. Law.

More than five-sixths of our alien population during the last three years—or since the new law went into effect—came from Great Britain, Ireland, Canada, Newfoundland, Germany and Scandinavia. That is what we had planned for, and in order to keep the doors open we purposely refrained from applying the quota system to North America. But we may have to do so, since the cessation of Italian immigration, under that system, has set a tide of Mexican peons moving in our direction. Since 1924, one-fifth of our immigrants came from that country; in the year prior to the war, Italian immigrants formed about 23 per

cent of the net immigration.

It is interesting to note how the quota system, which applies to Europe, but not oppressively to its northwest section, has been turning Italian immigration into an exodus.

Movement of Italians.

Since 1924, 32,646 Italians have entered the country, but 63,092 of them have left it, a net loss of 32,246, as compared with a net gain of 447,465 for the three years prior to the war. The yearly Italian quota is now 4,000, as against more than 200,000 a year ago who came during the decade prior to 1914.

For 1926 and 1927 there was an increase of Italian immigration due to new legislation permitting Italian war veterans and their families to enter regardless of quota restrictions. The wives and children of naturalized Italians were permitted to enter at the same time. But this increase will soon exhaust itself. In spite of this amendment of the immigration law, Italian entries exceeded the departures for last year for the first time since 1924; but exceeded them by something less than 700.

—W. W. JERMANE.

THOMAS WINS FOR CHINESE RIGHT OF ENTRY TO COUNTRY

15-Yr. Old Son Of Americanized Chinaman Was
Given Admission

Judge Manton and his associates on the bench of the United States Circuit Court of Appeals handed down a decision on December 5 that marked the first time the Federal immigration authorities had lost in an effort to prevent a Chinese from entering this country.

A Chinese father, *new York Times* *new York Times* Ding, who is an American citizen, sought to secure the admission of his 15-year old son, *new York Times* *new York Times* How, and he had lost the decision before the Board of Special Inquiry and the Federal District Court. Then former United States Assistant Attorney James C. Thomas was then retained and he took the case on appeal. Judge Manton's court, who argued that the boy, as the child of a citizen was entitled to admission.

The immigration office was represented by Assistant United States Attorney Frank Chambers. Judge Manton reviewed the record held there was no legal grounds for the exclusion order.

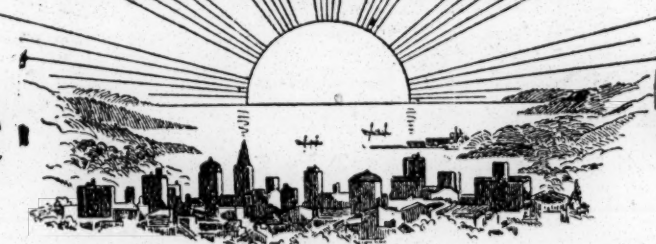
Insurance — 1927
Life

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GOLDEN STATE

GUARANTEE FUND

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A RECORD FOR PROGRESS

How well the Golden State Guarantee Fund Insurance Company has played its part in developing higher respect for the institution of Life Insurance, increased the knowledge of its salesmen, provided employment for them, opening avenues for

employment for others, served its many policyholders, increased confidence and respect for Negro business may be seen in the following:

1. We pay our claims as we say and exactly according to our policies issued and according to law.
2. We have given training to 50 persons in the work, so that they are able to intelligently represent us.
3. That we are now looking for more agents to train. WE employ them, teach them and pay them.
4. Where some people said Negroes could not do a big business we have proven that we can.
5. We have issued about 7,000 policies and approved more than \$15,000.00 in loans on black people's property. This is proof we are doing real service.

When you insure in our Company, you get 100% worth on your dollar. Any Company can insure your life but so far as I know our Company is the only Life Insurance Company in California that will insure you, employ you and lend you money on your property.

Another thought: We have made greater progress since we started than some of the oldest companies in the East. For comparison, when we close our books this year, the total amount of cash handled in our 17 months of operation will exceed \$90,500.00. This is more in the short time than some of the bigger companies in the East did altogether in their first six years of existence.

We are proud of our record and every policyholder in this company has a right to feel proud of his company—our Company.

Come on, dear people of the Golden State, and let us make 1927 the biggest and best year of progress in our history. We can do it.

Yours for a bigger and grander Golden State.

WM. NICKERSON, Jr., President.

The Golden State Guarantee Fund Insurance Company Wishes You
A Merry Christmas and A Prosperous New Year

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Insurance Companies prosper in proportion to the service they render their patrons. The Golden State, our own Insurance Company is rendering a great service in protecting its policy holders against loss of salary. The following are a few of the recent claims paid:—
Los Angeles District:—Mrs. Eugene Walker, 1637 Reid St., \$60.00; Mr. Essie Turner, 1611 E. 32nd St., \$756.00; Mrs. Alice Elmore, 3222½ Central Ave., \$209.88; Mrs. Pearl Coleman, 1325 W. 10th St., \$128.26; Mr. James M. Sparks, 1200 E. Jefferson St., \$121.60.

THE SERVICE OF INSURANCE

Insurance is a device for repairing a serious injury, or a means of indemnification of a financial loss. A device for repairing the loss of a ship, we call it marine insurance; if it is to repair a loss resulting from destruction of a building or automobile by fire, we call it fire insurance; if it is a loss resulting to a wage earner from loss of time through sickness or by accident, we call it health and accident insurance; if it is a loss resulting from the death of the bread winner, or wage earner, we call it Life Insurance.

The whole idea of insurance is to REPAIR LOSSES. One may ask how are losses determined? By the value of the thing insured, of course. If one has a house it has a definite value. A ship would have a definite fixed value. The amount of insurance obtainable is determined by this value. So with a wage earner. The amount of Health and Accident Insurance obtainable is measured by the value of that wage earner's time. Turning from this one may ask has a life a value, and if so, how is this value determined? We answer, first. During the World War the government set an arbitrary amount of \$10,000.00 on each soldier, which probably indicated the "value" of a soldier. In civil life there may be different methods of arriving at the probable value of lives of different people, depending upon their education; that is, some authorities have estimated the value of a man's life finishing from a college or university, at from \$40,000.00 to \$75,000.00. Another way of determination of a human value would be to take into consideration his life expectancy. To illustrate: Suppose a man at the age of 35 earns \$1,000.00 a year. From the American Experience Table of Mortality, the average expectancy of a life at this age is 31 years; that is, he would have a chance to live that long and probably would, provided that he did not meet an untimely death through accident or disease. If he was a laborer and depended entirely upon his job for a support and earned \$1,000.00 a year and he did live 31 years, he would have a value of \$31,000.00. His value being determined, he should immediately set about to determine what amount of loss would be suffered by his demise and proceed to insure in such adequate sum.

The great trouble with most people, however, is that they either place TOO LOW an estimate on their own lives, or they do not make any estimate at all. Without thinking, many a man who is making \$1,500.00 a year insures his life for \$2,000.00 and boasts of being heavily insured. As

a matter of fact he should carry \$20,000.00, and which sum when paid, and placed on interest at 6 per cent by his widow would earn \$1,200.00 or 80 per cent of amount he earned during his lifetime. This would be what we call adequate insurance. But suppose for any reason a salaried man of \$1,500.00 a year finds it impossible to pay for \$20,000.00 worth of insurance, what is the next best thing to do?

To illustrate, we will take an example a \$1,500.00 a year salaried man who has a wife and two children and who has a mortgage of \$4,000.00 on his home, and \$1,000.00 on a new automobile. This means that in event of immediate death of the bread winner, the sum of the two items, or \$5,000.00 will in time fall due, and if not paid, the down payments made on home and automobile will be lost. Now, in order to protect these first payments and to secure the home and automobile delivered clear to the wife and children, he will have to carry enough insurance to cover the entire amount of \$5,000.00. In addition to this, however, it will take \$1,000.00 for the doctor and undertaker. This would bring total amount to \$6,000.00, but a man would not want to leave his widow and his children with no funds to take care of immediate necessities, so he adds at least \$2,000.00 to his insurance policy for his widow's living expenses for at least two years, and another \$2,000.00 to apply on the education of his children, making a total sum of \$10,000.00 worth of insurance, the LEAST amount he should think of carrying.

He should not carry it all in the same company. He should carry a part in one company, a part in another and still another part in another.

In addition to life insurance, all bread winners should carry accident and health insurance to insure his salary as more people are kept from work by accidental injury than are idle through lack of employment and for the further reason that "The chance that a person will meet with some disabling injury within a year is about ten times greater than the chance of death from any and all causes during the same period."

EXPRESS
LOS ANGELES, CALIF.

JAN 5 1927

LIFE INSURANCE CO. OPERATED BY COLORED PEOPLE

Los Angeles is the headquarters of the first insurance company to be organized by colored people in the state of California, the Golden State Guarantee Fund Insurance Company, underwriting life, accident, health and endowment insurance.

The company was organized by William Nickerson, Jr., its present head, who has had many years' experience in the insurance business. It now has about 7000 policies outstanding and has thousands of dollars in loans on colored people's property. These loans are placed through the Liberty Loan Association, which is also operated by colored people of this city.

Secretary Rutherford Releases a Statement That Misrepresents the Court and Misleads Public

Washington, D. C.—Mr. S. W. Rutherford, secretary-manager of the National Benefit Life Insurance Company of Washington, with headquarters here at the national capital, received telegraphic advice yesterday to the effect that the effort to embarrass the situation with respect to the acquisition of the Standard Life Insurance Company in Atlanta has proved abortive.

Judge Humphries, presiding, to whom application was made for the appointment of a receiver and for an injunction and other legal prohibitions, not only vacated the temporary injunction, but went further and enjoined the group heading this movement from further embarrassing the efforts to reclaim Standard Life and restore it to its own pristine glory in the Negro business world. The company is now in a position to continue the work of reinsuring the old Standard policyholders, more than twelve thousand of whom have already signified in writing their desire to be reinsured.

Thoughtful Negroes throughout the country received with a sigh of relief the news last March to the effect that the National Benefit had acquired and reclaimed Standard Life, which in a comparatively short time accumulated \$23,000,000 worth of insurance, with assets of over \$3,500,000, being at the time it was taken over by a white concern the largest life insurance company of the race doing an exclusive ordinary life business.

When the news filtered out of Atlanta that an effort was being made to interfere with the merger of National Benefit and Standard Life, these same thoughtful members of the race received the news with something akin to amaze-

ment, for they had believed that the Standard Life too long has been the football of machination. Faith and hope have been the mainsprings during the period when Standard Life was in alien hands. Now that it is in the hands of Negro business men again, the vast army of policyholders of these companies realize as was stated when Standard Life was taken over some months ago, that there is now in the making a bigger life insurance concern than was ever dreamed of. The Negro business world and the Negro public generally have faith in S. W. Rutherford, the founder of the National Benefit, to whose business sagacity and foresight, assisted by his staff, R. H. Rutherford, president-treasurer; T. J. Ferguson, in charge of the Standard Life Division in Atlanta; M. F. Smith, assistant secretary; John R. Pinkett, agency director, and Aaron Day, assistant agency director. They do not wish \$75,000,000 worth of insurance on the lives of more than 300,000 Negro policyholders endangered, and they wish this largest employing force of any institution in the race to remain a potent factor in the world of Negro business.

"Not for Power and Prestige, But for Service" is still the slogan of National Benefit Standard Life officers, directors, policyholders, agency force, supervisors and medical examiners.

In the above release Secretary Rutherford published to the country that Judge John D. Humphries May 30 not only vacated the temporary injunction granted by Judge Virlyn B. Moore a few days previously, but went further and enjoined the group heading this movement from further embarrassing the efforts to reclaim Standard Life and restore it to "its own pristine glory in the Negro

business world." This is a misstatement of the facts and Judge Humphries did nothing of the kind. He went further than did Judge Moore. He not only continued the injunction, but impounded the property and assets of the Standard Life, and appointed an auditor; and enjoined the National Benefit from carrying out its deal with the Standard Life until the further order of the court.

That the public may see and know the truth, we publish the order of the court, which speaks for itself; that the public may see whether the order was vacated, or whether the plaintiffs were enjoined from further procedure. Read the order and know the truth:

No. 72460—Fulton Superior Court
J. S. FLIPPER, ET AL.

vs.

STANDARD LIFE INSURANCE
COMPANY OF EUREKA
SPRINGS, ARKANSAS, ET AL

The above stated case coming on to be heard on the order to show cause issued on the 13th day of May, 1927, why a receiver should not be appointed and injunction and other interlocutory relief granted, and after hearing the pleadings in said case read and statements and full arguments of counsel on both sides as to their respective contentions, the court is of the opinion that the appointment of a receiver is not necessary for the full protection of the rights of the plaintiffs and therefore declines and refuses to appoint a receiver.

It is further ordered that the Honorable John A. Hynds be, and he is hereby, appointed auditor and this case is hereby referred to him to hear and determine according to the law and facts the amount, if any, to which each of the plaintiffs may be entitled from the Standard Life of Arkansas or the National Benefit Life Insurance Company of Washington, D. C., out of the assets received by it from the Standard Life Insurance Company of Eureka Springs, Arkansas, and the said auditor is hereby

authorized and directed to proceed as speedily as possible with the investigation. Said auditor is hereby required to report his findings of law and fact to this court by the 3rd day of October, 1927. He is given the authority to permit the filing of such additional pleadings as may be necessary and proper to make up the issue in the case of each of said plaintiffs, and to require the production of all such books, papers and records as may be necessary and proper in order to arrive at a correct judgment in the said issue.

In the meantime and until further order of this court, the defendant, National Benefit Life Insurance Company of Washington, D. C., is enjoined from transferring out of the jurisdiction of this court any of the assets which were in the jurisdiction of this court at the time of the delivery

thereof by the said Standard Life Insurance Company to the said National Benefit Life Insurance Company, or from in any way changing the status of any of said property or funds which were received by it within the jurisdiction of this court. The foregoing injunction, however, is not intended to in any way interfere with the carrying on the business in the usual manner by the said National Benefit Life Insurance Company including the making of the usual disbursement for expenses, death losses, policy loans and similar obligations imposed by the contract of reinsurance regarding and concerning those policy holders of the said Standard Life Insurance Company of Eureka Springs, Arkansas, who may have heretofore or may hereafter accept the plan of reinsurance set out in the contract. Except as above stated, an injunction is denied. Future payment of premiums by any plaintiff herein shall not be considered waiver or estoppel.

This the 30th day of May, 1927.
(Signed)

JOHN D. HUMPHRIES,
Judge Superior Court, Atlanta
Circuit.

INSURANCE OF RACE GROWS BY MILLIONS

Bought as Investment and Safeguard

Washington.—The growth of insurance business in this country has been keenly felt by members of our group during the last five years. Hundreds of persons who formerly put their funds into savings banks are buying insurance as a safeguard and as an investment. A leading thrift authority recently stated that of all the remarkable records of business growth in the United States during the past five years, 1921 to 1926, none approaches that of the 52 legal reserve life insurance companies.

The total amount of the outstanding insurance issued by these 52 companies exceeds \$80,000,000,000. The public debt of the United States is about \$19,000,000,000, approximately one-fifth of the outstanding life insurance. Outstanding life insurance is about one-fifth of our total national wealth, estimated as close to \$400,000,000,000. The total income of all the people in the United States is estimated at approximately \$90,000,000,000, or \$10,000,000,000 more than the total of insurance. Since 1880 life insurance accumulations have increased 28 times, while the national wealth has increased only eight times. During the last five years outstanding insurance has increased \$32,000,000,000—more than half a billion dollars per month. At present the monthly increase of new insurance exceeds \$500,000,000. Turning from the amount of outstanding insurance, which may be classed as the liabilities of these 52 companies, the figures on their assets are equally astonishing.

At the end of 1926 they were estimated at \$12,000,000,000. Nearly one-fourth of these funds, paid in premiums and representing the savings of more than 58,000,000 policy holders, is invested in city and farm mortgage loans. During the last 20 years (1906 to 1926), the assets of these large life insurance companies has increased nearly \$10,000,000,000.

**"The Greatest Negro Business
Enterprise In The World"**

The National Benefit Life Ins. Co.

609 F STREET, N. W., WASHINGTON, D. C.

The National Benefit now carries \$75,-
000,000 worth of Insurance on its Books.
It is Owned, Controlled and Operated
exclusively by Negroes, for the service
of Negroes.

It is licensed in Twenty-six States, and
its policyholders number more than
300,000.

The total Assets of the Company are
\$4,000,000.00.

It has the largest employed force of any
Institution in the Race.

Its Personnel includes 300 Home Officials
and Employees. The Field Force is com-
posed of more than 1,500 Men and
Women.

Its policies and its service are recognized
as being up to the highest modern stand-
ards of any insurance organization in
the United States.

Write us at the HOME OFFICE, or see a NATIONAL
BENEFIT agent within convenient reach. We will tell you
of the Savings and Benefits of our Policies.

"Not for Power and Prestige, but for Service"

STANDARD LIFE AUDITOR MUST REPORT OCT. 3RD

John A. Hynds, appointed auditor
to hear and determine claims of poli-
cy holders of the Standard Life In-
surance Company, taken over recent-
ly by the National Benefit, has been
ordered by the Fulton County Su-
perior Court to file his report Oc-
tober 3rd next.

Hynds was named auditor when
J. S. Epper and others asked the
Fulton County court to appoint a re-
ceiver to protect the interests of the
policy holders. In his decision the
judge held that a receivership was
not necessary. He added that policy
holders of the Standard Life who
have not made their assignments over
to the National Benefit would
have the privilege of filing claims.

Enjoined National

Judge Humphries also enjoined the
National Benefit Life Insurance Co.
from transferring out of the jurisdic-
tion of the Fulton County court any
of the assets of the Standard Life
Insurance Company or changing the
status of the property or funds of
the institution except in the case of
those who have accepted the plan of
reinsurance set out by the National
Benefit.

Life

STANDARD LIFE--THE NATIONAL BENEFIT--MR. RODDY'S STATE- MENT AND THE EXPRESS' CONTENTION

THE EDITORIAL OF THE EXPRESS last week concerning the National Benefit Life purchase of The Impaired Standard Life business and the manipulation of affairs so as to place upon the policyholder the burden of caring for the tremendous sum of \$1,608,563, 66, the amount of the reserves found missing when the sale was made, has aroused the criticism of Hon. Bert M. Roddy, who made a statement purporting to "set forth the facts." His contentions are probably in good place. And they would serve as incontrovertible proof of the falsity of the position of The Express had the questions, evidently discussed by him, been the crux of the question in point. But it happens that he argues beside the point raised by The Express in its editorial of last week.

The Express did not contend that The National Benefit Life was responsible for the impairment of Standard Life reserves. It did not contend that The National Benefit would not discharge such obligations as it has assumed. It did not contend that the insurance departments of Georgia and of Mississippi could not give to the public information as to the obligation which the policyholders are now called on to assume. THE EXPRESS CONTENTED THAT IN CAREFULLY WORDED COMMUNICATIONS SIGNED BY THE OFFICIALS OF THE BENEFIT LIFE AND SENT TO THE POLICYHOLDERS OF STANDARD LIFE, THAT COMPANY GAVE NOTICE OF A "SMALL LIEN" WHEN IT APPARENTLY KNEW THAT AN IMPAIRMENT OF more than 66 per cent of the reserves of Standard Life existed and that such an action constituted a procedure, easily judged unethical. THE EXPRESS CONTENTED THAT IT COULD HAVE BEEN BETTER FOR THE NATIONAL BENEFIT LIFE TO HAVE ALLOWED STANDARD TO HAVE GONE TO ITS DOOM THAN TO HAVE RUN THE RISK OF SEEMING TO BETRAY THE TRUST OF THE LOYAL NEGRO PUBLIC.

In making such observations as it has made, The Express has been influenced by the expressions of more than a few policyholders of Standard Life who held insurance amounting to more than \$100,000 and it is from the viewpoint of the average member of the public which it speaks. The public, especially the Negro insurance buying public, has been influenced, not so much by its actual information as to the safety of old line legal reserve companies as by the statements made in regard to them by the agents of the companies operating in the south. The holders of policies have taken them as much out of pride in the attempts of members of their race to build large concerns as for the actual insurance. And it is to be remembered that the pet phrase of the agent of an old line company has been to the effect that "they can't fail." In short, the public has trusted those who led them into such investments and The Express feels that they now have a right to question the way in which they have been forced to assume a large impairment which they had no hand in making. NOT A SINGLE POLICYHOLDER HAS BENEFITTED BY A SINGLE DOLLAR OF THE MONEY WHICH THEY ALL ARE NOW CALLED ON TO REPLACE. THEY HAVE BEEN LED INTO AN AGREEMENT WHICH COMMITS THEM TO AN UNPROFITABLE COURSE WITH OUT A COMPLETE KNOWLEDGE OF THE FACTS IN THE CASE. AND THE EXPRESS STILL MAINTAINS THAT THOUGH THAT PROCEEDURE MAY HAVE BEEN STRICTLY LEGAL, CERTAIN OF ITS ETHICAL ASPECTS ARE CERTAINLY OPEN TO QUESTION.

AND, IN THE CASE OF ENDOWMENT POLICIES, INSTEAD OF HAVING A LOAN AND CASH VALUE AS WAS HIS HOPE WHEN MAKING THE INVESTMENT, HE WILL ACTUALLY FACE THE UNPLEASANT ALTERNATIVE OF PAYING during the remaining years IN MORE THAN HE WILL GET OUT WHEN THE POLICY MATURES. HOW MANY POLICYHOLDERS IN THE LIGHT OF SUCH FACTS AS THESE WOULD HAVE COMMITTED THEMSELVES TO THE POLICY OF REINSURANCE UNDER THOSE TERMS? BUT IT MUST BE REALIZED THAT THEY HAD NO FACTS UPON WHICH TO BASE A CHOICE. 8-6-27

The combined premiums of Texans sent out of the state every years to Negro companies alone for the past six or seven years amounts to more than \$90,000. They have spent this amount cheerfully for protection which they assumed to be guaranteed not only by the supervision of the various departments of state in which the home offices of the companies were located but also by the personal honor and absolute integrity of the officials in charge of these companies. They have not felt that in such a case as this, of the sense of ethical values of such officers. They are disappointed. And The Express joins them in voicing that disapproval.

It could have happened that the officials of The National Benefit Life would not have purchased a concern so patently near the rocks at the expense of all of the dissatisfaction involved. There can be no doubt but that all Negro companies will suffer as the result of this transaction. And too, there will be a growing tendency on the part of the investing public to weigh more carefully the merits of the case before investing in such concerns. For it is a matter of record that high powered salesmen have combed certain sections of the south with the stocks of certain of our leading corporations selling them on a 4 to 1 and a 5 to 1 basis; and the buyer, feeling duped that he purchased a probable \$50 share for \$250 or whatever the sum might have been, has kept quiet but is still not satisfied.

The Express realizes that such arguments are not likely to sit well on the mind of those already engaged in "big business." But it also realizes that there can be no lasting foundation for business of any sort built upon any other than the spirit of real service to the public. It feels that every person affected by the recent manipulation of Standard Life has cause to question the manner in which the policyholders were brought into the assumption of the impairment of the company and it has yet to see what large share of credit is due The National Benefit Life as such. It has simply put into words a generally held opinion and it will say more in future time as the occasion seems to warrant.

All of the contentions of The Honorable Mr. Roddy may have been correct. The Express does not question them. But it can not, on any such grounds as those, see the need for any retraction from its former position. It still contends THAT THE TRANSACTION MAY HAVE BEEN PERFECTLY LEGAL BUT THERE ARE SEVERAL ASPECTS OF ITS ETHICAL SIDE WHICH ARE OPEN FOR SERIOUS DEBATE.

Life

BACK INTO THE FOLD

When in January, 1925, the Standard Life Insurance Company of Atlanta, Ga., with twenty-six millions of insurance in force on its books and with assets of nearly three millions, passed into the hands of the Southern Insurance Company of Nashville, Tennessee, a white company, Negro business suffered a severe blow, financially and psychologically. The confidence of the masses of our people was seriously strained and the tide of pessimism swelled to rather alarming proportions. This large business concern had been the pride and inspiration of millions of black people and its ambitious projects for the betterment of the group, particularly in Atlanta, Ga., had aroused nationwide admiration, confidence and hope. Its passing into the hands of a white company was rightly viewed as a major calamity.

But those whose brains and energy had made the Standard Life Insurance Company a leader in its field, were not discouraged to the point of resignation and desertion. Led by T. J. Ferguson, the general manager, the efficient force that had builded the business to the proportions it had assumed at the time of its loss to our group held on with the hope that eventually this magnificent enterprise, a monument to the ability, energy and faith of American Negroes, would be eventually returned to the Race.

This hope, faith and loyalty has been rewarded at last after over two years. The National Benefit Life Insurance Company of Washington, D. C., founded in 1898 by S. W. Rutherford, and now led by R. H. Rutherford, his son, after prolonged negotiations has taken over the entire business of the Standard Life Insurance Company from the Standard Life Insurance Company of Arkansas, a white concern, to whom it was sold a year ago by the Southern Insurance Company. The combined companies now carry seventy-five million dollars worth of insurance in force, have assets of more than four million dollars, employ in excess of three thousand supervisors, managers, agents and examiners, and over three hundred thousand Negro policyholders. Thus the Standard Life Insurance Company of Atlanta returns to the fold of Negro business through the medium of the National Benefit Life Insurance Company, and the combined institutions are said to constitute the largest Negro-controlled business in the world. At least, this is the record as it stands at this writing.

Consolidation of business enterprises is the order of the day. This era is predominantly one of big business. Through consolidation and joint operation large economies, better service and a greater degree of protection are obtained. Confidence in the ability of Negroes to do business in a large way is again vindicated and opportunities for economic aid in the advancement of black Americans are immeasurably enhanced. Sixty-four years ago black America emerged from the chains of chattel slavery and entered the field of modern competitive business sadly handicapped by poverty, ignorance and lack of confidence. Today we can point to numerous successful businesses in all parts of the country and in many fields; businesses rendering efficient service to their respective territories and to the race; businesses that are creditable, not solely as Negro businesses but as businesses. At their head strides the new National Benefit Life

Insurance Company, blazing a new and wider trail through the efficient method of consolidation toward the economic emancipation of the American Negro. This, indeed, is progress.

NATIONAL BENEFIT LIFE RECLAIMS STANDARD LIFE

Deal Consummated And Contract Signed March 16. Combined Insurance In Force Is More Than Seventy-Five Million Dollars. Office And Agency Force Is Held Intact.

Putting Into Practice

During the past decade we have seen the beginning of numerous business enterprises among Negroes and especially has the number increased in the field of insurance. The news of the purchase of the Standard Life Insurance Company by the National Benefit Insurance Company of Washington, D. C., attracted a deal of attention in the business circle throughout the country.

The sale carried with it the entire office and agency force of the Standard Life Insurance Company and over twenty-five million (\$25,000,000) dollars in insurance in force. This, added to the National Benefit, makes the combined amount of insurance in force now by the National Benefit at seventy-five million (\$75,000,000) dollars.

The price paid in connection with the transaction was not made public. But it is understood that it was way up in six figures.

Signing of the Contract

The signing of the contract on March 16th by which The National Benefit Insurance Company, of Washington, D. C., took over the business of the Standard Life Insurance Company stands as another milestone in the road of Negro progress and achievement. In addition it stands as another monument to the business capacity and foresight of their pioneer of Insurance men. Samuel Wilson Rutherford, who in 1898 founded the company to which he has given twenty-eight years of uninterrupted service.

The growth of The National Benefit through this period has been both steady and sound, and the institution has through its life time commanded wide attention for its capable and conservative management. There is little doubt that high position which the company occupied ever prior to this transaction was due to the leadership and ability of Mr. Rutherford, who has served as its secretary-manager since the date of its organization.

Standard Life Comes Back to the Race

The National Benefit Life Insurance Company with offices in Washington, D. C., has just announced the complete purchase of The Standard Life Insurance Company, initial venture of the Race in the old line legal reserve insurance field which for the past four years has undergone a series of changes, none of which have appeared to do it any good as far as the race was concerned. But with this purchase, for the first time in all of the several change of hands which it has made, it becomes again the property of Negroes, its founders and those to whom, for so many years, it was a source of pride and constant joy.

It was particularly unfortunate that that institution should have fallen on such evil days. But equally fortunate is this latest change which brings it again into the ownership of the race. The National Benefit Life by this purchase has not only added to its own holdings but has performed a service to the race by causing a revival of the pride which once was without flaw, in the ability of race men to think largely and they brought into being and never losing the ground gained.

Standard Life Reclaimed

The purchase of the Standard Life Insurance Company, of Arkansas, formerly the Standard Life, of Atlanta, just consummated by the National Benefit Life Insurance Company, of Washington, D. C., stands out as a great forward stride in Negro business development. The announcement of this transaction comes as conclusive evidence that in our group there are both brains and capital sufficient, when wisely brought together to create big things.

The unfortunate passing of the Standard Life from race ownership a few years ago fell upon our group as an economic calamity. It seemed as if an unkind fate had suddenly stepped in and ruthlessly spiked the wheels of Negro business progress. The incident was looked upon with the deepest regrets and the saddest misgivings. It questioned our capacity to conduct big business. How much greater now will be the reaction upon the news that we have regained that which was lost. Far-visioned and able business men of the race have reached out and brought back the Standard Life under Negro ownership. It is an accomplishment of great magnitude. Certainly, it requires greater daring to repossess values once lost than it does to retain values already possessed. And thru R. H. Rutherford, president and S. W. Rutherford, secretary-manager of the National Benefit Life Insurance Company, with their associates, who inspired the engineering of this deal, the race has regained that which was lost to it. The principals in this towering business transaction have indebted the whole Negro group to them.

The National Benefit now becomes not only the largest Negro insurance company in the world, but the largest Negro business in the world, with seventy-five millions insurance in force. Its potentialities for service to the race are incomprehensible. And the record of its service in the past, is excellent evidence that its officials thoroughly appreciate the fact of its potentialities for usefulness in the future.

It must be noted, in this connection, and with a good deal of credit to T. J. Ferguson secretary in charge of the Standard Life under white ownership, that the Standard has not only been held intact during its difficulties, but in the past two years has shown very creditable growth in the adding of five millions of insurance on its books.

The bringing together of the business ability of its Negro personnel under the Rutherford interests speaks continued expansion and strengthening of Negro insurance protection.

NATIONAL BENEFIT LIFE INSURANCE COMPANY TAKES OVER STANDARD; NEGROES REJOICE

There must be great rejoicing throughout the country by the Negro people over the fact that the National Benefit Life Insurance Company has taken over the properties and business of the Standard Life Insurance Company, purchased some time ago by the Southern Insurance Company, a white concern and sold by that company to a white organization in Arkansas.

The Standard Life Insurance Company for a number of years was the pride and inspiration of the Negro people; it was the one big commercial venture that the race looked to with much admiration and fortitude, and when it finally went into the hands of white people it proved almost a calamity to Negro business. Now that Standard Life has come back to the race through the National Benefit Life Insurance Company, of Washington, D. C., there must be restored confidence and a greater urge for Negro business and especially for old line reserve insurance business.

There is this much about the last transaction, that the Negro can and will come back, and that institutions of commercial interest, organized for the growth and protection of Negro people can best be handled and directed by members of that race. It is important, therefore, that we hold steadfastly and faithfully to our enterprises and keep them in the control of members of our own group.

The National Benefit Life Insurance Company, headed by Mr. Rutherford, is congratulated for its wise and important undertaking, and it is believed that while the company has saved a great enterprise to the race National Benefit Life has been strengthened morally and commercially by gaining control of an institution that was built, and for a number of years maintained by the brains and money of the Negro people. Standard Life was the first big enterprise of its kind undertaken by our group.

Let us hope that every policy holder of Standard Life now alive and those who have allowed their policies to lapse, will hurry back to the race fold and by our combined interest and support startle the nation and world by our commercial advances. Our hearts should be lighter in this combination our burdens certainly easier and our race solidarity positive and unquestionable.

According to a story released in this publication, the business now to be operated by the National Benefit Life Insurance Company, of Washington, D. C., is worth more than seventy-five million dollars, clerk hire, agency work, executive and managerial direction—all in the hands of Negro men and women! Truly, 1927 is the year of the race's emancipation from many of its besetments and its advances along commercial lines are proving as good as any of the rest.

The Negroes of America rejoice in this combination and reclaiming of race interest.

NATIONAL BUYS STANDARD LIFE INSURANCE CO.

300,000 Policyholders Carry \$75,000,000 Worth of Insurance

TOTAL ASSETS MORE THAN \$4,000,000

Latest Deal Creates Most Gigantic Institution Owned by Race

Washington, D. C.—The signing of the contract on March 16, by which the National Benefit Life Insurance Company, of Washington, D. C., took over the business of the Standard Life Insurance Company stands as another milestone in the road of Negro progress and achievement. In addition it stands as another monument to the business sagacity and foresight of that pioneer of insurance men, Samuel Wilson Rutherford, who in 1898 founded the company to which he has given 25 years of uninterrupted service.

\$75,000,000 In Force

The National Benefit and the Standard Life are the first two companies of unusual magnitude in their resources, operating among our people, to carry forward this modern

business idea to a successful conclusion. The joining of these two companies gives to the race an institution with \$75,000,000 worth of business in force, and makes The National Benefit the largest financial institution of our race.

Started in 1913

It is interesting to note and study the leaders and the forces which were responsible for the successful combination of the resources and the man-power of two institutions which have made their impress upon the economic development of the Negro Race.

The early history of Standard Life as a corporation organized in the State of Georgia, in 1913, is well known to those who have followed the course of Negro business. Starting from the very bottom it grew to the point where in January, 1925 there was approximately twenty-six millions of insurance in force on its books, and with assets of nearly three million dollars, it represented the largest life insurance company of the race doing an exclusive ordinary life business.

Largest in World

A perusal of the following figures is an interesting study, and one can not read the facts given below without feeling a great measure of pride in what is now the largest Negro insurance company—even more—the largest Negro business in the world. The National Benefit now carries \$75,000,000 worth of insurance in force on the lives of more than 300,000 Negro policyholders. The total assets of the company are more than \$4,000,000. They have the largest employed force of any institution in the race, consisting of more than 300 officials and employees at the Home Office, and in its Branch Offices: 750 supervisors, agency managers and assistant managers, handling a field force of more than 1,500 men; and 300 medical examiners.

Service

Quoting from a statement by President R. H. Rutherford, when he was congratulated on the successful outcome of the plan—"Service to the public was the main motive which prompted The National Benefit to consider this deal." But the finest of motives would have availed nothing had they not been backed up by the enthusiastic and persistent en-

deavor of this brilliant executive. Mr. Rutherford began his career with The National Benefit as an agent and received his training in life insurance at the hands of his capable father.

Able Assisted

His position as executive head of the largest Negro financial institution in the world is a well-earned one, and there is no doubt that this represents to him not the climax, but the beginning of an era of larger service and endeavor. In the handling of details attendant upon the closing of the deal Mr. Rutherford was ably assisted by Mortimer F. Smith, agency director of their ordinary department. Both men have a quiet and unassuming manner, but underneath is a courage and dare-to-do spirit that served to overcome the various obstacles which arose.

STANDARD LIFE RECEIVER LASTS JUST ONE DAY

Temporary Receiver Named Friday Is Removed In Court Monday

FINAL HEARING WILL COME UP SATURDAY

Bishop Flipper's Committee Fights National Benefit Contest

ATLANTA, GA.—A temporary receiver for the Standard Life Insurance Company appointed last Friday was discharged Monday.

This was the statement of S. W. Rutherford, general manager of the National Benefit Life Insurance Company, which recently purchased the Standard Life. Mr. Rutherford told the AFRO that he had just received word from his

agents in Atlanta that the court had appointed the temporary receiver without a hearing and as soon as the facts became known had discharged him. The final hearing in the case will come up Saturday, Mr. Rutherford said, and there isn't any doubt but that when it is over the court will sanction control of the Standard Life by the National Benefit.

Custodians Named

ATLANTA, Ga., (Special Dispatch to the Associated Negro Press)—Union easy lies the head of Standard Life. A fight of huge proportions which has been threatening beneath the surface ever since the National Benefit Insurance Company of Washington took over the much-sold Atlanta Company recently, came to light last Friday when custodians were appointed to take charge of Standard Life assets, to preserve them for the policy holders with a view to mutualizing the company for the benefit of the policy holders.

Bishop Flipper

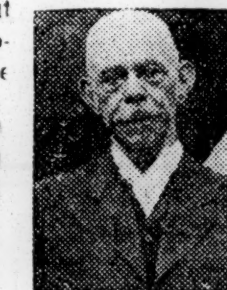
The court took charge in answer made by a committee of stockholders led by Bishop J. S. Flipper, in which the merger of the National Benefit and the Standard Life of Arkansas was attacked as fraudulent.

The committee, representing a group of policy holders, was said to be up in arms against that phase of the arrangement which involved liens charged against their policies to pay the white Arkansas group \$300,000 in seven years bearing six per cent interest, making a total accumulation of interest commission charges and legal expense approximating \$500,000 all of which was to be charged against liens to policy holders.

Impairment \$1,000,000

The committee represented that the National Benefit had not put in any money at all for the assets, but took title and charged the full purchase price against the policy holders. According to the information sent A. N. P., the impairment of the company is around one million dollars.

It had been hoped that the sensational coup by National Benefit would result in restoring Standard Life, once the financial pride of them group to the race. The present action suggests that it will be some time yet before Standard Life achieves peace.



Insurance - 1927

D.C.

NATIONAL BENEFIT LIFE INSURANCE COMPANY RECLAIMS STANDARD LIFE

The dream of Thomas J. Ferguson realized. The reclaiming of Standard Life has been his one absorbing thought since the day in January, 1925, when President Perry and his board of directors delivered the Standard Life over to the Southern Insurance Company, a white concern; and to keep the business of the company and its organization intact until such time as he could find a race organization big enough to reclaim Standard Life for the race. When most of us gave up in despair, Tom Ferguson kept up heart and believed ultimately that a redeemer would come. He had patience. He waited. He preserved the organization; he kept the force intact, and saved for the policyholders twenty-two million of the business of the twenty-six million which Mr. Perry turned over to the white people. January 15, 1925—the result is: the National Benefit Life Insurance Company comes to his rescue, reclaims the Standard Life for the race and turns the biggest business deal ever consummated by Negro men in America.

The National Benefit Life Insurance Company, of Washington, D. C., needs no introduction in America. It is known from coast to coast, and employs more men and women than any race organization in the world. It is officered by some of the safest and most conservative business men in the country, and with the addition of the Standard Life, its twenty-two million business it is, by far, the largest Negro insurance company in the world. It has seventy-five million insurance in force, the equivalent of ten million policyholders, and four million in negotiable assets. The Independent claims much credit for the big merger. It began a campaign of education some months ago to merge many small businesses into one big business and we are happy to see the fruits of our labor.

The million-dollar deal of the National Benefit Life Insurance Company, in taking over the Standard Life, is only the beginning of what is going to happen in the way of mergers and big combinations among Negro business men in America.

S. W. Rutherford, secretary-manager of the National Benefit Life Insurance Company, is recognized as the best posted and safest insurance man of our group; and it was but fitting that he should blaze the way for big business among Negroes in America. We congratulate him and his organization for their genius and business vision. The deal was put through by President Rutherford, son of the secretary-manager, and advised by Miles Dawson and son, and T. J. Ferguson; Alfred B. Dawson, Jr., member of the firm, advising attorney; Candler, Thomson and Hirsch, attorneys.

Since January 15, 1925, the company has been owned and controlled by white men. One white man has set around as sentinel and boss over two hundred Negro men and women, who were doing the work. But just as soon as the deal was closed President Rutherford relieved the last white man of duty and the Standard Life Division of the National Benefit Life Insurance Company is body and soul in control of Thomas J. Ferguson and the entire personnel of the office and field force is Negro. And all the property turned over to the white folks by Heman Perry and Company is now in possession owned and controlled by Negroes, including the Odd Fellows Block and the three hundred acre subdivision in Northwest Atlanta, that the Southeastern Trust Company said was worth a million dollars when it eased it out of the hands of Mr. Perry.

So for this great feat we must thank and congratulate Tom Ferguson, who is now promoted to the position of assistant secretary to Secretary-Manager S. W. Rutherford and in charge of the Standard Life Division of the National Benefit Life Insurance Company. The company has been reclaimed, lock, stock and barrel for the race by an old line legal reserve company amply able to finance it, and take care of it for all time to come. There need be no more doubts and apprehensions that your claims will not be paid, nor any other interest of the policyholders may lag. As a matter of justice we think the public should be advised that Mr. Ferguson has been heartily supported by Messrs. Day, Evans, Blayton, Carter, the Arnold brothers, Dr. Boddie and Dr. Cater in his fight to save this great property for the race. These men all deserve to be taken care of.

The Independent is especially indebted to Messrs. Ferguson, Evans and Blayton for valuable information furnished it from time to time, which enabled it to contribute its quota to the realization of the big merger, and the reclaiming of Standard Life to the race through the National Benefit Life Insurance Company, as an instrumentality.

Let the policyholders take hope and talk up their company in the community where they live. It has been a hard fight to save the company from bankruptcy, but it has been saved, and is now in safe hands and has ample reserve to make good every contingency. But the crux of the whole situation is the company has been reclaimed from the white people and is back in the hands of those for whom Heman Perry organized and built it.

Praise the Lord for His goodness and mercy to mankind.
NATIONAL BENEFIT EXPANSION

The most impressive evidence of the expansion of business in our group is the recent acquirement of the Standard Life Insurance Company by the National Benefit Life Insurance Company of this city. The management of the National has always been characterized by conservative methods directed by capable executives who have been careful in their conduct of this most important business.

There is no doubt but that the merger of the National Benefit and the Standard Companies will result in economical operation and should be beneficial not only to the stockholders of these companies but to the policyholders as well.

The fact that the National Benefit has 100,000 policyholders carrying insurance amounting to \$75,000,000, with assets of more than \$4,000,000, places it in the front rank in the business world.

Race pride should cause all of us to join in felicitating the officials of this enterprising corporation. The expansion of this insurance company means bigger and better opportunities for our group by reason of the concentration of vast capital that should find an outlet in race enterprises.

NAT'L. BENEFIT TAKES OVER STANDARD LIFE

Contract Gives Negro Race Largest Business Concern in World

The history of the Standard Life Insurance Company which was organized in Atlanta, Ga., and subsequently passed out of the race, is well known to the colored reading public. However much this loss was regretted at the time, it is indeed gratifying to all Negroes who believe in the economic advancement of the race, to know that on March 16, 1927, a contract was consummated through the National Benefit Life Insurance Company of Washington, D. C., under the direction of S. W. Rutherford, president-treasurer, S. W. Rutherford, secretary-manager, and other capable men of the race, by which the Standard was consolidated with the National Benefit, thus returning the Standard to our group and giving the race the largest Negro business concern in the world; which easily governs \$75,000,000 worth of insurance actually in force, extending protection to Negroes in almost every State in the Union. In this transaction may be seen the beginning of what has largely been mere talk heretofore, viz.: the practical consolidation of two or more Negro businesses in order to coordinate and do business on a large scale.

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Something About the Company

The National Benefit carries policies on the lives of more than 300,000 Negroes—total assets go up to \$4,000,000—there are more than 300 employees at the home office—750 represents the number of supervisors, managers of agencies, assistant managers, who direct an additional field force of more than 1,500 men and women and 600 medical examiners.

Much more of great interest could be said about the company, this significant transaction and all the conscientious men and women whose faithful service aided in making it possible, but limited space will not permit.

National Benefit To Retain Standard Life Insurance Business

By Telegram To The Age
Atlanta, Ga.—Application was filed Friday, March 16, by the National Benefit Life Insurance Company for the appointment of a receiver for the Standard Life Insurance Company. The court appointed custodians without a hearing, but set the hearing for Monday. At the hearing the judge refused his order appointing custodians and left the assets in the hands of the National Benefit.

There is perfect confidence that the entire litigation will be dismissed by the court when a full hearing is had.

National Benefit Insurance Co. Bought the Standard Life With Policyholders' Money

Court Enjoins and Restrains Company from Moving Assets Out of State

At a hearing in Fulton County Superior Court May 14, 1927, a petition was filed by Bishop J. S. Flipper et al., praying for a receiver, injunction and restraining order enjoining the National Benefit from changing or removing the assets from the state, and that the court take charge of the assets and mutualize the company for the benefit of the policyholders. An order was granted and the company enjoined and restrained from altering or removing the assets. The case is set down for a hearing May 21st.

At the hearing it developed according to the claims of petitioners, that the National Benefit had not paid out one cent to the Arkansas people for the Standard Life and its assets, as had been proclaimed to the world: but had entered into a contract with the Arkansas people to give them \$300,000, more or less, for the good will and holdings of the Standard Life, to be paid out of the premium income in six years at 6 per cent interest.

In order to raise the purchase price the National Benefit placed a lien against all Standard Life policies, instead of taking over the reserve and putting in enough money out of their pockets to make the company solvent.

But instead of doing that, they took title to all the property of the company and placed a lien against every Standard Life policyholder, thereby reducing the value of every policy one-half, more or less. President Rutherford not only agreed to pay President Fuller this large sum of money at the rate of 50, 45, 40, 35, 30, 20, or 15 thousand dollars per annum, at 6 per cent interest, but took title to all the property of the policyholders.

He did not tell the policyholders when he announced that he had reclaimed Standard Life from the white folks for the race that he had placed a lien against their policies which reduced them one-half, more or less, in death, loan or cash surrender value. That their policies were now worth only half what they were when he took them over from Mr. Fuller.

If your policy was worth a thousand dollars when Fuller turned it over to the National Benefit under the lien it is now worth only \$500.00. If

its loan or cash surrender value was \$500.00 under Fuller it is now worth only \$250.00 in the National Benefit. The other half in each case has been taken from you by the National Benefit to meet its installment to Fuller. It is a plain case of robbing Peter to pay Paul.

What are the policyholders going to do about it? Sit by idly and let an Arkansas traveler and a New York yankee get away with millions of their property through the National Benefit as a convenience and give the assets of their company to the National Benefit as a so-called commission, or join Bishop Flipper, Dr. Slater, Harmon, Taylor, Robinson, Cox, Watson, and a dozen others in breaking this illegal contract, reclaim their property, restore their policy to face value and mutualize the company through the courts.

Let the policyholders get together for self-protection and break the illegal contract between the Arkansas and National Benefit people. The contract is nothing less than an agreement between these concerns to divide the assets of the company among themselves. One says you can take the company's reserve and all else if you will give me two or three hundred thousand dollars in six years as you collect it from the premium income of the policyholders. The other says if you will deed me all the policyholders' property I will borrow and advance your \$50,000 as first payment, pay the lawyers and all cost if you will let me charge it against the premium income of the policyholders just as I will charge your \$300,000 against them. One said all the charges will not run the amount over \$500,000; just place a lien of 50 per cent more or less against the policyholders and let them pay it. They are all niggers and won't know any better. The others say, by jove, that's good—we've got it fixed, and the deal goes through and the poor policyholders are left in the lurch with their policies reduced in halves more or less by a lien, and must pay the bill of the yankee, the Arkansas traveler and all others, that may roll up mountain high.

What's the remedy? The Courts!

Our information is that the National Benefit Insurance Co. has not been relicensed to do business in Georgia for 1927.

NEW INSURANCE COMPANIES.

The entrance of the Victory Life Insurance Company of Chicago into the State of New York, as a field for the extension of its business, is significant of the rapid growth and aggressive policy

of this group of Western financiers. The fact that the company has been able to comply with the rigid requirements of the New York laws, is indicative of the sound policy that has directed its management. In an advertisement announcing its expansion, the company set forth the following facts concerning its organization and progress:

It is the first and, so far, the only life insurance company owned and operated by Negroes licensed to operate in the State of New York. It is the largest capitalized life insurance company owned and operated by the race. It has more than two hundred thousand dollars deposited with the Illinois Insurance Department for the protection of policyholders. It has approximately five million dollars of insurance in force, furnishing protection to more than six thousand families. Real estate loans amounting to \$175,000 have been made since the organization of the company all of which have been placed on property owned by Negroes. The assets of the company amount to more than \$360,000. Besides Illinois and New York, it is licensed to operate in New Jersey, Ohio, Maryland, Missouri, Kentucky, West Virginia, Texas and the District of Columbia.

It was further announced that the company had written three hundred thousand dollars worth of business during the first two weeks of its operation in this city. New York is a good field for insurance as for any other commodity appealing to the good taste and sound judgment of the buyer. The colored residents of this city are comparatively good risks as most of them live under fair sanitary conditions, except when excessive congestion is encountered. Of course all insurance except when issued on the group plan is based upon well selected risks, and most of the white companies have done

in other fields, they should be able to apply the same sound principles to the building up of new business in this section of the country.

There has been talk in the insurance field among colored people, has been covered but partially. There should be considerable business among our people. The Chicago company and journals of the indisposition of certain colored companies to write any more colored ample room for the Chicago company and risks, but the practice appears to have its nearest competitor, the Northeastern Life, organized in New Jersey, to do a been to take all the business that came, Life, organized in New Jersey, to do a even if it involved loading the policies large and thriving business in both these States. With the experience gained by with an excessive premium. Even with the large amount of industry the promoters of both these organizations

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its loan or cash surrender value was \$500.00 out of this group of Wisconsin financiers. The other half in each case has been taken from you by the National Benefit to the New York laws, is indicative of the meet its installment to Fuller. It is a plain case sound policy that has directed its management. In an advertisement announcing its expansion, the company set forth a New York yankee get away with millions of their property through the National Benefit as a convenience and give the assets of their company to the National Benefit as a so-called commission, or join Bishop Flipper, Dr. Slater, Harmon, Taylor, Robinson, Cox, Watson, and a dozen others in breaking this illegal contract, reclaim their property, restore their policy to face value and mutualize the company through the courts.

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What's the remedy? The Courts! Our information is that the National Benefit Insurance Co. has not been relicensed to do business in Georgia for 1927.

In other fields, they should be able to apply the same sound principles to the building up of new business in this section of the country.

There has been talk in the insurance field among colored people has been covered but partially. There should be ample room for the Chicago company and its nearest competitor, the Northeastern Life, organized in New Jersey, to do a large and thriving business in both these States. With the experience gained by the promoters of both these organizations

Insurance - 1927

Florida.

Live

New Insurance Company Launched In Florida

ORLANDO, Fla., Nov. 17— (By A. N. P.)—The formal opening of the Agents National Insurance Company, occurred here Thursday night. This is Florida's latest established large enterprise, capitalized at \$100,000, and includes among its officials and stockholders many of the best known business and professional men and women of the state. The exercises were held at Jones High School Auditorium which was crowded with local citizens and visitors representing the stockholders from every section of the state. The local Negro Business League gave a luncheon in honor of the directors of the company at Wells' Casino, the afternoon before the evening program. The officers of the company are: Gartrell J. Gaines, president; W. W. Blocker, secretary; J. A. Colver, treasurer; J. B. Jenkins, agency director.

Florida Negroes Start Insurance Venture In State

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Insurance - 1927

Life

COMPANIES RUN BY RACE PLACE ONLY ONE-EIGHTH OF THESE RISKS ON LIFE

Courier 2-19-27
LESTER A. WALTON
in the New York World

in the United States carry life insurance totaling \$1,399,000,000. This estimate is made public by the National Negro Insurance Association which, in emphasizing the value of insurance estate, sets forth that: "The security of homestead, the holding intact of families, the education of families and the satisfaction of life profitably spent are frequently dependent upon an adequate conception of the value of insurance."

Although there are 21 Negro life insurance companies they place but one-eighth of the risks on Negroes, the majority of whom have policies in the Metropolitan Life Insurance Company.

Field is Great

The combined amount of insurance in force on Negroes is prorated as follows:

Metropolitan Life Insurance Company, \$960,000,000; companies in National Negro Insurance Association, \$164,000,000; other colored companies insuring Negro risks, \$250,000,000.

"We have just scratched the surface," the association reports. "The field and opportunities offered by life insurance companies by Negroes are too great to be measured; they are almost unlimited. The fact is that only a negligible portion of the Negro population in America has awakened to the value of insurance in any sort of company. This is the task which the combined efforts of the companies in the National Negro Insurance Association is centered on."

The report states that \$73,581,675,814 of life insurance was in force in the United States on December 31, 1925.

Employs 1,200 Negroes

Declaring that since migration the Negro from the South has made good in most of the big industries in the North, John C. Dancy, director of the Detroit Urban League, refers to the fact that the Ford Motor Company employs 1,200 Negroes in one plant.

"These men do practically every type of work to be found in that plant," he observes. "In a question-

naire sent out a short time ago the Ford people said they found no difference in the work done by colored men and the work done by white men; that one class was just as competent as the other. Every one of our hundred or more big factories in Detroit is using Negro employees.

"The outside public seems curious to know just what is the attitude of the employer toward the Negro employe since the Sweet trial, growing out of Dr. Sweet moving into a neighborhood and the killing of a white man during the riot. Some are anxious to learn if there would be a tendency to dismiss a large number of Negroes. Such has not been the case. Employers are interested in production, and if they have Negroes who can get out a greater production than any other group they are going to retain them."

Commenting on the Detroit housing situation, Mr. Dancy says:

"We have had a serious housing shortage that has been coming on all over the North because of the stoppage in building during the war period. We have had to live in all sorts of dilapidated shacks. In our city in the St. Antoine district, Negroes have had to put up with all sorts of living conditions. Rent averages very high.

"We pay more in Detroit for a four-room house than do whites, and yet white people frequently argue that Negroes, in taking places, run down property values. Such is not the case. Property value is intrinsic.

"We have had all sorts of bad houses. This has made for a bad health situation, and yet our death rate is not tremendously higher than the white death rate. In Detroit during 1926 we had the lowest death rate the city has ever known, ten and some tenths per cent. among white people and twelve and some

tenths per cent among colored people.

"No effort has been made to take care of Negroes who work in the plants. The plants rarely have taken an interest in the colored workman so far as housing is concerned. This makes it doubly hard, because there are only certain communities in which Negroes may rent. This is a matter to which members of the race ought to pay heed. We can boost our own group quite a bit, for this much is true: Those of us actually interested in community problems and community good for our own group must pay heed to some of the things happening right around us."

Des Moines
DES MOINES

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Insurance for Negroes.

Des Moines as an insurance center ought to have peculiar interest in the recently determined fact that Negroes in the United States carry \$1,399,000,000 of life insurance.

It isn't merely that the Negroes are swelling the insurance company incomes. An insurance carrying group is an advancing group. A people carrying well over a billion dollars worth of insurance is contributing largely and increasingly to the country's wealth, to the country's service.

The insurance figures simply illustrate the fact that opening up advantages to the Negroes opens opportunity to them and to the whites alike.

It is a vastly better thing for the country that the Negroes are getting freer from the limitations incident to their ante-bellum situation.

General.

NEGRO INSURANCE COMPANIES FURNISH EMPLOYMENT

Chicago, Ill., Jan. 25. (By A.N.P.)
Perhaps no other single thing gives so definite an understanding of the part which Negro insurance companies are playing in the economic life of the race than is shown by the tremendous amount of employment which they furnish to members of the group.

Figures which the National Negro Insurance Association has just made public show that fifty-three thousand, three hundred and thirty persons were employed by the twenty-two companies which are members of the National Negro Insurance Association, and that during the year ending 1925 they paid salaries during the year of approximately four million, five hundred thousand dollars, an average wage to each individual worker of nine hundred dollars (\$900) per year, \$75 per month, \$17.25 per week, \$2.80 per day, and 35c per hour. The character of this employment deserves attention. Dignified positions in every capacity from clerk and agent to director and president were given this army of workers who comprised the employes of these racial companies.

When it is remembered that the Negro companies have insurance in force upon only one-eighth of even the colored people who are insured and that of the other seven-eighths of insurance upon members of the group, but little finds its way back to the insured in salaries or income save that of an occasional janitor, a striking idea of the value which these racial enterprises are to those who support them is gained. The largest white company carrying Negro business has nine hundred million dollars (\$900,000,000) in force on Negro lives, and yet it has not a single Negro agent, clerk, or employe, save a few janitors in some cities.

The business training and experience which these institutions have given to the boys and girls and men and women who came within the scope of their operation and influence is another of the assets which the racially owned and operated com-

panies have furnished to those who support them, widening the circle of competent business people to fill the ever-increasing demands for trained workers.

The companies who comprise the group studied, most of whom are members of the National Negro Insurance Association, are: Afro-American Life Insurance Co., Jacksonville, Fla.; Domestic Life & Accident Ins. Co., Louisville, Ky.; Atlanta Life Ins. Co., Atlanta, Ga.; Guaranty Life Ins. Co., Savannah, Ga.; Gibraltar Health & Accident Ins. Co., Indianapolis, Ind.; Liberty Life Ins. Co., Chicago, Ill.; Libert Industrial Life Ins. Co., New Orleans, La.; Louisiana Industrial Life Ins. Co., New Orleans, La.; National Benefit Life Ins. Co., Washington, D. C.; Mammoth Life & Accident Ins. Co., Louisville, K.; North Carolina Mutual Life Ins. Co., Durham, N. C.; Northeastern Life Ins. Co., Newark, N. J.; Peoples Industrial Life Ins. Co., Jacksonville, Fla.; Pyramid Mutual Ins. Co., Chicago, Ill.; Richmond Beneficial Ins. Co., Richmond, Va.; Security Life Ins. Co., Tulsa, Okla.; Southern Aid Society of Va.

DIGNIFIED POSITIONS GIVEN OUT

Chicago, Ill., Jan. 27. (By A. N. P.)—Perhaps no other single thing gives so definite an understanding of the part which Negro insurance companies are playing in the economic life of the race than is shown by the tremendous amount of employment which they furnish to members of the group.

Figures which the National Negro Insurance Association has just made public show that fifty-three thousand, three hundred and thirty persons were employed by the 22 companies which are members of the National Negro Insurance Association, and that during the year ending 1925, they paid salaries during the year of approximately four million, five hundred thousand dollars (\$4,500,000), an average wage to each individual worker of Nine Hundred Dollars (\$900) per year, \$75.00 per month, \$17.25 per week, \$2.80 per day, and 35c. per hour. The character of this em-

ployment deserves attention. Dignified positions in every capacity from clerk and agent to director and president were given this army of workers who comprised the employees of these racial companies.

When it is remembered that the Negro companies have insurance in force upon only one-eighth of even the colored people who are insured and that of the other seven-eighths of insurance upon members of the group, but little finds its way back to the insured in salaries or income save that of an occasional janitor, a striking idea of the value which these racial enterprises are to those who support them is gained. The largest white company carrying Negro business has nine hundred million dollars (\$900,000,000) in force on Negro lives, and yet it has not a single Negro agent, clerk, or employee, save a few janitors in some cities.

The business training and experience which these institutions have given to the boys and girls and men and women who came within the scope of their operation and influence is another of the assets which the racially owned and operated companies have furnished to those who support them, widening the circle of competent business people to fill the ever-increasing demands for trained workers.

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MORE THAN ONE AND A THIRD BILLION DOLLARS INSURANCE CARRIED BY COLORED PEOPLE

(By A. N. P.)—That Negro insurance companies are growing apace even though they carry but a small fraction of the insurance in force upon Negro lives is shown by the recent report issued by the National Negro Insurance Association. Some startling and encouraging figures are presented by the association in its statistics compiled upon 21 Negro insurance companies, most of which are members of the organization. White companies are carrying many times more insurance on colored people's lives than are the colored companies, but the report relates that "of the total of \$73,581,675,814 of life insurance in force in the United States on December 31, 1925, the 23 Negro companies carried \$164,246,500, a mere drop in the bucket when compared to the total in force, but an enormous amount when all factors and handicaps are taken into consideration. The Metropolitan Life Insurance Company with \$960,000,000 Negro risks carries five times as much

life insurance on Negroes as all of the Negro companies combined. We have just scratched the surface. The field and opportunities offered by life insurance companies for Negroes are too great to be measured; they are almost unlimited."

Some idea of where the more than a billion and a quarter dollars worth of Negro insurance is placed may be gained from the table which follows:

Total insurance carried by Negroes in the United States:	
Metropolitan Life Insurance Company	\$900,000,000
Colored companies in National Negro Ins. Asso.	164,000,000
Other colored companies (estimated)	25,000,000
All other companies insuring Negro risks	250,000,000

Grand total of insurance

carried \$1,399,000,000
A conception of the tremendous figure which Negroes might

control is revealed by these figures. It is estimated that colored companies place only about one-eighth of the protection in force upon their own group. The fact is that only a negligible portion of the Negro population of America has awakened to the value of insurance in any sort of company. This is the task which the combined efforts of the companies who compose the National Negro Insurance Association is concentrated on—not getting Negroes to transfer their risks to colored concerns, but rather to appreciate in larger measure the value of building up insurance estates, thereby adding to the total racial wealth and giving protection to the families of the insured. "The security of homesteads," the association points out, "the holding intact of families, the education of families, and the satisfaction of life profitably spent are frequently dependent upon an adequate conception of the value of insurance." Despite the small portion of business which our organizations control, the steady growth of Negro companies, avers the National Negro Insurance Association, is a definite and hopeful barometer of racial business and progress.

Negro Insurance Companies Gave Employment to 53,330 Negroes

Salaries Amounted to \$4,500,000 — White Companies, With Most of Business, Give Little Employment

CHICAGO, Jan. 24 (By the Associated Negro Press).—Perhaps no other single thing gives so definite an understanding of the part which Negro insurance companies are playing in the economic life of the Negro than is shown by the tremendous amount of employment which they furnish to members of the group.

Figures which the National Negro Insurance Association has just made public show that 53,330 persons were employed by the twenty-two companies which are members of the National Negro Insurance Association, and that during the year ended 1925 they paid salaries during that time of approximately \$4,500,000, an average wage to each individual worker of \$900 per year, \$75 per month, \$17.25 per week, \$2.80 per day, and 35 cents per hour. The character of this employment deserves attention. Dignified positions in every capacity from clerk and agent to director and president were given this army of workers who comprised the employees of these Negro companies.

When it is remembered that the Negro companies have insurance in force upon only one-eighth of even the colored people who are insured, and that of the other seven-eighths of insurance upon members of the group but little finds its way back to the insured in salaries or income save that of an occasional janitor, a striking idea of the value which these racial enterprises are to those who support them is gained.

The largest white company carrying Negro business has \$900,000,000 in force on Negro lives, and yet it has not a single Negro agent, clerk or employee, save a few janitors in some cities.

The business training and experience which these institutions have given to the boys and girls, men and women who came within the scope of their operation and influence is another asset which

the Negro owned and operated companies have furnished to those who support them, widening the circle of competent business people to fill the ever-increasing demands for trained workers.

The companies who comprise the group studied, most of whom are members of the National Negro Insurance Association, are: Afro-American Life Ins. Co., Jacksonville, Fla.; Domestic Life & Accident Ins. Co., Louisville, Ky.; Atlantic Life Ins. Co., Atlanta, Ga.; Guaranty Life Insurance Co., Savannah, Ga.; Gibraltar Health & Accident Ins. Co., Indianapolis, Ind.; Liberty Life Ins. Co., Chicago, Ill.; Liberty Industrial Life Ins. Co., New Orleans, La.; National Benefit Life Ins. Co., Washington, D. C.; Mammoth Life & Accident Ins. Co., Louisville, Ky.; North Carolina Mutual Life Ins. Co., Durham, N. C.; Northeastern Life Ins. Co., Newark, N. J.; People's Industrial Life Ins. Co., Jacksonville, Fla.; Pyramid Mutual Ins. Co., Chicago, Ill.; Richmond Beneficial Ins. Co., Richmond, Va.; Security Life Ins. Co., Tulsa, Okla.; Southern Aid Society of Va., Richmond, Va.; Supreme Life and Casualty Co., Columbus, Ohio; Underwriters' Mutual Life Ins. Co., Chicago, Ill.; Union Central Relief Association, Birmingham, Ala.; Unity Industrial Life Ins. Co., New Orleans, La.; Universal Life Ins. Co., Memphis, Tenn.; and the Victory Life Ins. Co., Chicago, Ill.

Insurance - 1927

General.

Life

The Afro-American Life Insurance Company and North Carolina Mutual Life Insurance Co.

Recently these two all race insurance companies put over a deal in the following way, in which the policyholders' interest was taken care of between the companies, and no liens of any kind were levied against any policyholder. One of these companies is a Florida corporation and the other a North Carolina corporation.

It appears from the record, that the North Carolina Mutual of Durham, N. C., sold its interest in Florida to the Afro-American Life Insurance Company of Jacksonville, Florida. The North Carolina Mutual passed to the Afro-American Life, all of its business in Florida, reserve and all; and then paid over to the Afro-American Life Insurance Company \$120,000 to take care of the policyholders. Mark you, the North Carolina company passed to the Florida company its Florida business and then in addition to its business it put up \$120,000 in cold cash, and in addition to this cash guarantee, President Spaulding of the North Carolina company guaranteed to the policyholders that he would see to it, that their interest would be protected; no liens against them, and their policies would remain of full face value, in case of death, full loan and cash surrender value so long as they live. President Lewis of the Florida company accepts the conditions laid down by President Spaulding of the North Carolina company, and guarantees to the policyholders, full face value in the case of death, and full loan or cash surrender value during life, in case they want to borrow money or surrender their policies. A guarantee from Mr. Lewis that he would carry out his contract was not necessary, but as an act of good faith and of sound business principles, which has made his company one of the foremost among our people, he gives this guarantee, and no liens have been placed against any North Carolina Mutual policyholder. The North Carolina Mutual policyholders in Florida are happy; they have no trouble in court, no liens, and are contented because they have faith in the integrity, honesty and common sense of the two companies they have been dealing, and are dealing with. Nothing was passed from President Lewis' company to President Spaulding's company as a com-

mission, court cost or otherwise, but for the full and complete protection of every North Carolina policyholder, \$120,000 was passed from the North Carolina company to the Florida company. The reserve did not belong to the North Carolina Mutual, it belonged to the policyholders in Florida, so the North Carolina Mutual did not try to sell the reserve to the Florida Company for \$300,000 or any other amount, but passed it over to the Florida company with \$120,000 in cold cash.

That's insurance, honest insurance; a square deal to the policyholders—no selling or buying the pig in the bag; no claiming that it is a Negro company snatched from the white people, but a straight-forward deal, in which the rights of the policyholders were recognized and protected.

But on the other hand, a recent deal just like the North Carolina-Florida deal in which the Standard Life of Arkansas and the National Benefit of Washington City were the contracting parties, the Standard Life of Arkansas passed to the National Benefit all of its reserve and assets, but charged the National Benefit \$300,000 for the deal, and the National Benefit agreed to pay this \$300,000 as a commission or otherwise, to the Arkansas Travelers, and charged said large sum to the policyholders. The National Benefit should not have paid or promised to pay the Arkansas Travelers anything, but the Arkansas Travelers should have paid over to the National Benefit the sum of \$1,200,000 for the benefit of the policyholders, to make good the impairment that the National Benefit says was in the reserve of the Standard Life, at the time it bought it. But instead of collecting from the Standard Life this \$1,200,000 it has added by agreeing to pay to the Arkansas Travelers approximately \$500,000, charging the same to the policyholders, increasing the impairment from \$1,200,000 to \$1,700,000. The Afro-American company of Jacksonville took over the North Carolina business in Florida, and in addition to the reserve and property the North Carolina Mutual in Florida put up in cold cash \$120,000 to take care of the policyholders. The Arkansas Travelers put in nothing, but added approximately a \$500,000 impairment which reduces

the value of the policies and takes away the protection the policyholders had when in the hands of the Arkansas concern. The National Benefit agreed to pay this large sum, not out of their pockets, but out of the monies left the widows and orphans when their husbands, fathers and guardians are dead. This is a plain statement of facts. The records of the recording officers in the States where these transactions took place will bear out these facts.

MEMPHIS, TENN.

MAY 29 1927

CARD FROM S. E. GRIGGS.

To The Commercial Appeal:

Recently I appeared before the National Negro Insurance Association and delivered an address on the socialization of the negro race, the development within it of the traits that will make for a larger measure of co-operation. In the course of this address I stated, among other things, that full recognition comes to no people, however brilliant, numerous or wealthy, in the absence of social efficiency, and that it is withheld from no people, however few in number, that do manifest it.

I outlined my plans for bringing about socialization, calling attention to the fact that the public schools of our race and the ministers and churches are joining hands heartily in this work. At the close of my address J. A. Bloom, of Winston-Salem, N. C., made a motion that a standing vote of thanks be tendered me and that the records should so show. In keeping with the motion the minutes pronounce the address splendid and assert the adoption of the motion. Sunday's Commercial Appeal carried a statement that my plans for racial advancement met with the hearty approval of this body.

It is stated that George W. Lee takes the position that it would invite the opposition of the radical element of the negro race for it to go forth that the association endorses

my plans for racial development, hence he engineered a disavowal.

If the unsolicited standing vote of thanks and the record of the minutes calling the address splendid do not constitute approval, it would be quite interesting to even a hair splitter to know just what would be classified as such. Dr. J. E. Walker, the president of the association, states that personally he endorses every word of the address.

SUTTON E. GRIGGS.

INSURANCE DEPARTMENT DOES FINE WORK FOR NEGRO FRATERNITY

It seems too awful hard to keep down overhead pilfering in Negro secret orders. What we mean by "overhead pilfering" is stealing money in transit, going or coming, to put over legitimate deals and charging it to the item expense. We call it "overhead" because it is practiced by salaried officers; makes an unnecessary drain on funds handled for other purposes; increases legitimate running expenses and is supposed to pass over the heads of all except those into whose pockets it goes. We say "pilfering" simply to be nice and suggest robbery with taste enough to appear gentle with those kid-gloved crooks who espouse the cause of the dear poor people with so much charitable fervor and at the same time touch them for a few merry thousands at opportune intervals.

We say it is awful hard to keep it down when positions of trust in these secret orders are occupied by pious thieves who can pray and steal with the same demeanor and keep both God and their victims apparently in sympathy with their hypocritical, selfish efforts.

It is some encouragement, however, that they all do not get away with it in a walk. Our columns carried some weeks ago the account of a deal between two secret orders that looked like a truly smooth transaction of which to be proud. It has leaked out since that, in this transaction, somebody has been caught robbing the cash box of the dear poor people. If our information is correct, the State Insurance Department made the find, secured the facts and it was not hard to lay hands on the guilty parties and force them to make restitution, that is, put the money back where it belonged. The facts were not hard to obtain, the parties were not hard to find and the money had not got so far away that it could not be gotten back to its rightful place without creating a panic.

This shows clearly what the insurance officers can do when they have the facts.

It raises them in the estimate of the dear people whom they are sworn to protect against the wanton waste of their funds accumulated for semi-charitable purposes. The members of a certain secret order have more reason to be grateful than they know on account of this nice piece of work done by the State Insurance Department. It is our hope that this same spirit of justice and probity will work unceasingly in others of worse repute and clear up the murky haze in every secret camp where "expense" is the password on the books for official connivance of crooked officers who pad their jeans with the poor people's money.

Our people who have suffered long from the effects of this nice type of thievery must have a protecting agency in the honest execution of the law on these slick offenders. Certainly, conditions cannot continue as the practice now shows them to be. Alabama is a great state with nearly a million Negroes. Its fields are fertile; its industries are thriving; its opportunities are prolific; its Negroes are responsive to it all, but, to make the best in the midst of it all, they must have honest, sincere, capable leadership.

Nothing is impossible from the humbler folk when they have their confidence well placed. There is so much of the ragged edges in church and fraternal institutions, that too many have come unwittingly into the belief that the crime of stealing from secret orders and other voluntary organizations lies only in being caught redhanded.

This catch to which we refer involved enough money to make a good show in an orphanage or an asylum for the decrepit, and, but for the fine work of insurance officers, it might have been squandered in riotous living by a few individuals as remarkable for their uncanny nerve as their obtuseness proves their integrity and veracity to be.

The insurance department has more work of this kind to do, and, to save these Negro secret orders from the fate of other Negro institutions long dead but hard to forget, it should be done with despatch and without favor to whom ever is found with stolen goods.

Insurance-1927

Life.

AN INSURANCE COMPANY FOR THE PEOPLE OF THE PEOPLE, AND BY THE PEOPLE

A pressing need among Negroes is an independent insurance company, a company run along economical lines, one that is run in the interest of the people. We do not want an old line legal reserve company, but a honest-to-goodness industrial, health and accident company that will deal with the people fairly, a company that will not pay out all the profits in big salaries and overhead expenses to boost and fatten individuals; a company that will not keep a set of spies around watching honest members to see whether they are feigning sickness or accident; a company with honest officers and who believe that the policyholders are honest, a company that is careful in the selection of its risks and takes on only that class of hazards that mean health and life of the company. The reason why the average Negro company sends out spies to see if the company is being robbed is because they are robbing the company themselves and they are judging everybody else by their own dishonesty. There is plenty of room in Atlanta and Georgia for an honest, straightforward industrial insurance company. There is always room at the top in every endeavor and in like manner there is always room in every community for an honest, upright, good citizen. We need a company in Atlanta that will not rob or perish the producers. We mean the men who go out in the ditches, in the alleys, in the slums and on the highways and bring in the business. We need a company that will take care of these fellows, because they take care of the company.

The time is ripe for the organization of a new company. The old companies have some good men in them. Some of them have good and upright managers, but they are not progressive. They do not advertise; they do not tell the people what they are doing;

they are letting the white companies get 75 per cent of the Negro business, not because the companies are white, but because the black companies are not progressive, liberal and enterprising. It is somebody's move. Who will take the initiative?

2 LIFE INSURANCE COMPANIES MERGE

Standard and National Benefit
Consolidation Approved by
Georgia Court

ATLANTA, GA., March 21.—(AP)—Consolidation of the Standard Life Insurance company, of Georgia, capitalized at \$125,000, and the National Benefit Life Insurance company of Washington, D. C., capitalized at \$250,000, has been completed through a superior court decree issued Wednesday, it became known today.

Complete details of the merger, negotiations for which began several months ago, were not revealed, but it was learned that local officials of the Washington organization that officers of the two firms would be retained for the time being, at least in the present capacities.

The National Benefit Life Insurance company is said to be one of the largest concerns in the United States writing only colored life and health insurance, with an estimated annual income of \$3,000,000. It operates in 27 states. R. H. Rutherford is president and S. W. Rutherford, secretary and general manager.

The Standard operates in 14 states, including the south, its annual income is estimated at more than \$1,000,000, and W. F. Ferguson is general manager, with headquarters here.

NAT'L BENEFIT INSURANCE CO. DICKERS FOR STANDARD LIFE

Atlanta, Ga., Feb. 3.—Reports are being circulated here that the business of the Standard Life Insurance Company will be taken over by the National Benefit Insurance Company of Washington, D. C. Robert H. Rutherford, president and S. W. Rutherford, secretary of the Washington corporation have been in conference with the officials of the Standard Life Insurance Company and Dorsey and Sons, actuaries of New York City, under the employ of the National Benefit Insurance Company, have been in-

vestigating the status of the Standard here for the past three weeks.

The report further states that the deal, whereby the two companies will merge will be consummated on or about February 5th, thereby bringing to an end efforts of several Negro companies to take over the Standard Life Insurance Company, which at one time was one of the largest enterprises operated by Negroes.

The National Benefit Life Insurance Company, one of the largest companies of the group, is operating in 26 states and at the end of 1925 boasted of \$43,320,227 worth of insurance in force.

Render Decision in Life Insurance Ca.

Atlanta, Ga.—The legal attempt to prevent the Standard Life Insurance company of Arkansas and the National Life Insurance company of Washington, D. C., from combining was concluded last Friday in Judge Humphries' division of the Fulton superior court. Judge Humphries' decision ruled that none of the policyholders of the Standard Life Insurance company, who were not parties to the suit, which the re-insurance decree was rendered were bound by the decree. The prayer of the plaintiffs to enjoin the National Benefit Life Insurance company from removing any assets from Georgia and from paying out its funds from this state was granted.

The bill of complaint charged that the decree of re-insurance was obtained through legal fraud on the court and the policyholders and that the alleged re-insurance was ineffective and injurious to the policyholders who had not assented.

The National Benefit Life Insurance company, however, stated that efforts to induce the court to give the plaintiffs an injunction and receivership had failed. The officials said that the company is now in a position to re-insure the 12,000 policyholders who have already signified in writing their desire to be re-insured. All petitioners have been warned against interfering with the work of re-insuring these policyholders by the court, the heads of the National Benefit Insurance company announced.

COURT DUBS STANDARD SALE 'BAD'

Says Dissenting Investors May Regain Their Money With Legal Interest

ATLANTA, Ga., June 1.—All property of the Standard Life Insurance Company in Georgia was ordered impounded by Judge Humphries of the Fulton Superior court at the conclusion of the injunction hearing against the National Benefit Life of Washington, D. C., Friday. Judge Humphries, upon petition of stockholders represented by J. S. Flipper, decided that all stockholders who dissented to the transfer of the Standard Life to the National Benefit Life were not bound by the transaction.

May Demand Premium Return

The most important feature of the recent decision is found in the fact that the court specifically decreed that all policy holders in the Standard Life Insurance Company who did not sanction the sale of Standard Life to the National Benefit Life may proceed for the return of all premium money they have paid into the company, together with legal interest for the time during which their money has been held by the Standard Life.

In this same instance the court decreed that all stockholders who had not ratified the sale could proceed likewise to collect the value of their stock together with interest at the legal rate.

Victory for Plaintiffs

The decision of the court is seen as a direct victory for the plaintiffs inasmuch as the court decree gives them practically everything for which they had contended. It will be remembered that in the plaintiff's petition as carried

Next Friday several members of the state legislature are coming to Chicago to investigate conditions in boxing as a result of charges and counter-charges now being hurled at the powers that be which now control boxing.

The Chicago Whip has repeatedly referred to the activity of Jim Mullin in connection with the local boxing ring at the same time suggesting that soon the Chicago Daily News will come to light and the rumors now flying stand to indicate that at least a goodly part of the story is true.

The boxing commission may also be hard hit by the investigation, it was revealed. In pointing to the method of grafting the Chicago Daily News says in part:

Under the Illinois law the state is entitled to 10 per cent of the gross receipts of each boxing show. As a matter of fact, nearly every boxer who has operated in Chicago under the new law has discovered that 20 instead of the legal 10 per cent of the gross receipts is "taken off the top." This additional 10 per cent is graft and some of it

goes to high places.

2. MONOPOLY—Under the state athletic commission as at present conducted it is charged that one individual has been placed in exclusive control of the boxing situation in Chicago, and one syndicate in control of all wrestling matches. It is charged that boxers who appear in Chicago engagements must work for one promoter, must do their training at that promoter's gymnasium, and must split their earnings with a manager designated by the promoter.

It is alleged that wrestlers, in order to get matches in Chicago at all must agree to lose if so ordered by the controlling syndicate. In some cases they have been compelled to mortgage their property as a pledge that they would carry out their agreement to "take a flop." Documents to prove this assertion are available to the legislative investigators.

Among several affidavits said to be on hand, according to The News, is one which says in part:

Boxers Pay Freight

"A short time afterward I was making up a card for a boxing show and I offered \$35 to some of these amateurs who had been on the Mullen show as pros. They laughed at me and showed me contracts Mullen had given them, calling for \$300 apiece. 'I don't care what those contracts call for,' I said. 'You know and I know that you didn't get over \$50, if you got that.'

"Oh, yes we did," they told me. "We got \$100."

"And where did that other \$200 go?" I asked.

"They told me they had to give the other \$200 back!"

The detailed story of the amazing activities of the state athletic commission and the athletes it regulates for the protection of the public will be told in subsequent articles.

Many Shady Decisions

"The three title" decision which caused the investigation, according to

Bishop Flipper Issues Plain Statement on Insurance Case

Editor, Atlanta Independent: was no lien on our policies nor

There seems to be a disposition were our policies impaired in any on the part of some people to criticize me for my action in connection with the suit headed by me as a policy-holder against the National Benefit Life Insurance Company, of Washington, D. C., and Company. About the first of April, the Standard Life Insurance Company of Arkansas, and in order that my attitude and position in this matter may be understood by the fair-minded people and policy-holders, I request that you publish this in your paper.

The old Standard Life Insurance Company of Georgia completed its organization and commenced business on June 12, 1913. I hold the first policy ever issued by this company, policy No. 1-C. Naturally, I watched the growth of this company with a great deal of interest and was proud of the fact that it was a monument to colored effort and industry.

Along in 1924, the old Standard Life became financially involved and the Southern Insurance Company, a company owned and operated by white people of Nashville, Tennessee, obtained the control of the stock and reinsured the insurance business of the old Standard of Georgia on January 15, 1925. The Southern Insurance Company gave the stockholders of the Standard Life Insurance four (4) shares of Southern stock for one (1) share of Standard stock and while we all deeply regretted the fact that the control of our company separated from colored to white hands, our policies were safe, our reserve was not impaired and our policies bore no liens or blots upon them.

On December 28, 1925, the Southern Insurance Company sold or reinsured the business of the old Standard of Georgia in a company which was organized for that purpose, namely the Standard Life Insurance Company of Arkansas. This company was owned by white people, three white people, according to my understanding, but during their administration of the affairs of the Standard Life there

erwise dissipated by the officials of the Standard Life of Arkansas PLUS the sum of \$294,900, together with other enormous expenses and fees which bids fair to approach half a million dollars.

On learning this condition, I, together with some fifty-odd friends of mine brought suit for a receiver to stop this further dissipation of our funds and in an effort to devise some method whereby our company might repair this deficiency and we might form a mutual company for our own benefit.

On the suit that we filed, Judge John D. Humphries has appointed Hon. John A. Hynds as auditor to pass on our rights. Mr. Hynds, as is well known, is one of the leading attorneys of Atlanta and is not only a fine lawyer but is a fair-minded man and has demonstrated his fairness to the colored race. He has represented the colored interests in some of the most important matters that have occurred in Atlanta in recent years, and in the appointment of Mr. Hynds as auditor to pass on this case Judge Humphries has insured a fair and impartial trial.

In view of the manipulations that have taken place in the past relative to property and assets which belonged rightfully to the policy-holders of the old Standard Life Insurance Company, I feel that there is no apology needed for the action taken by me and the many other policy-holders who are joined with me in the suit which we have instituted. It can hardly be doubted that it is unfair and unjust for the policy-holders to be saddled with a load amounting to at least 50 per cent of the net worth of their policies, for the benefit of those who have schemed and manipulated to bring about a condition where the policy-holders will suffer and where those who brought about the condition will profit.

I was led to believe that by accepting the so-called reinsurance I would have only a small lien placed against my policy, and I find that the SMALL LIEN has

now grown into one amounting to about one-half of the net value of my policy, and in the case of my policy it amounts to taking away approximately \$550 from me.

I am informed that the courts have decided that under these circumstances where there has been a virtual repudiation of my policy I am entitled to collect back the full amount of the premiums which I have paid on my policy, with 7 per cent interest on each one of those premiums and I, as well as the many other policy-holders who joined in the suit with me, prefer to do this rather than to go on paying full premiums to this company which does not even promise to pay me more than one-half of the value of my policy, on which I have paid premiums for all of these years.

Of course, each policy-holder has the right to decide for himself whether he wants to go on paying the full premium for a policy worth not more than one-half of its face value or to assert his rights, as I and the other policyholders who join with me have done, but I feel that in view of the criticism from some sources it is fair for the public to know the methods which actuated me and these other policyholders in bringing the suit.

Respectfully,

J. S. FLIPPER, D.D., LL.D.,

Bishop A. M. E. Church.

June 1, 1927.

Insurance-1927

Georgia.

Lige.

The National Benefit Life Insurance Co. Enjoined

The case of Bishop J. S. Flipper et al. against decree. the National Benefit Life Insurance Company of Washington, D. C., and the Standard Life Insurance Company of Arkansas came along to be heard in Fulton Superior Court before Judge John D. Humphries, presiding, last Friday.

The plaintiffs complained that under a contract entered into between the National Benefit and the Standard Life that the policyholders had been defrauded of large sums of money, their assets dissipated, the reserve depleted, and that the remaining assets of the company were being fraudulently transferred by the Standard Life to the National Benefit.

The plaintiffs further charged and complained that the decree of reinsurance was obtained through legal frauds on the courts, and that the policyholders were not represented, and had not been heard. The plaintiffs alleged that they were policyholders, and prayed for a day in court; that the Standard Life was undertaking to reinsure its business in the National Benefit without notice to, or consent of the policyholders.

The plaintiffs prayed for a receiver to take charge of the assets of the Standard Life, and to hold and preserve them intact, subject to the order of the court; that the company was insolvent, and asked for an injunction and restraining order enjoining and restraining the defendant companies from changing, in any way, the status of the property of the Standard Life, or removing its assets from the state, or sending any money out of the state, and the National Benefit from paying over any further money to the Standard Life on account of any agreement, or contract that may have been entered into between the defendant companies.

From the statements of his honor from the bench to the attorneys in the case last Friday, and the order issued by his honor last Monday, we understand the position of the court in the premises to be as follows, which agrees with the story as carried in the Atlanta Constitution last Saturday morning:

First. That none of the policyholders, who were not parties to the suit in which the reinsurance decree was rendered, were not bound by the

Second. Those policyholders who were parties to the original suit, or who had assented to the original plan of reinsurance, were permitted to reinsure, while policyholders who had not ratified the proposed plan were authorized to proceed for the return of all premiums heretofore paid, with legal rate of interest.

Third. The property of the Standard Life Insurance Company of Georgia is impounded to secure the payment of any judgments rendered in favor of the dissenting policyholders.

Fourth. The prayer of the plaintiffs to enjoin the National Benefit Life Insurance Company from removing any of the assets of the Standard Life from Georgia, and from paying out its funds from this state was granted.

Fifth. The court directed the attorneys on both sides to agree upon an auditor to be named by the court to sit in chancery and take evidence for the purpose of establishing the rights of the policyholders, and to report his findings to the court at such time as the court might order.

It is clear that the court's intention is to protect the policyholders by taking charge of the assets of the Standard Life Insurance Company, which is alleged to be insolvent. The question of reinsurance seems to be purely optional with the policyholders; that is to say, all of those policyholders who agree with Bishop Flipper, and all others who have not signed the lien placed against their policies sent to them some time ago by the National Benefit need not reinsure or take a policy in the National Benefit, but may demand all the money they have paid in as premiums on their policies be returned to them with legal interest, and those who were parties to the suit, or have assented thereto may reinsure, if they want to.

So it seems that it is in the hands of the policyholders who are not willing that the National Benefit shall take their premiums and pay them over to the Arkansas Travellers, may withdraw from the National Benefit for the purpose of liquidation, or mutualization, so far as they are, collectively or individually, concerned. Insurance money is trust funds held intact for the benefit of widows and orphans, and cannot be used for

pocket change by individuals or corporations; and those who are willing for the National Benefit to take their money and turn it over to the Arkansas Travellers may accept National Benefit policies, and their liens will be increased just in proportion as the number of those who withdraw bear to the whole number of policyholders. Those who do not want to stay with the National Benefit may demand the return of all the money they have paid, with 7 per cent interest.

We understand that the Georgia courts have held that in a case of this kind where a policyholder does not elect to accept such a reinsurance, he has the right to demand not only his full reserve on his policy, but all of the premiums actually paid by him to the company, plus interest at 7 per cent thereon from the time said premiums were paid.

Life.

Negro-Owned Insurance Companies

WHILE in our news and advertising columns will often be seen the phrase "Negro insurance companies," there are, as a matter of fact, no such companies in New York State. The Victory Life Insurance Company of Chicago which has recently been granted a license to do business in this State, is an insurance company owned and operated by Negroes, chiefly for the benefit of Negroes, but even all this does not make it a "Negro insurance company."

THE SAME RIGID requirements which must be met by other insurance companies had to be met by the Victory Life before it was granted a license to do business here, and the State has thrown around the prospective policyholders of that company the same protection it throws around policyholders of other companies — large or small, from the giant Metropolitan to the humblest company in the State.

SIMILAR requirements may soon be met by the Northeastern Life Insurance Company of Newark, whose stock is now being offered for sale in the State and will be purchased by men and women of vision, who see in the insurance company a means of amassing Negro capital for service to enterprises conducted by Negro business men and property holders.

ONCE a company operated by Negroes meets New York State's requirements, there is absolutely no reason why Negroes should not support it, and to greater advantage than that derived from companies operated by white people.

NO MATTER what his occupation or profession; no matter what may be his financial standing; no matter what the condition of his health, the Metropolitan arbitrarily classifies all Negroes as industrial risks. This means that Negroes must pay more for the same amount of insurance than a white person. Companies operated by Negroes will practice no such discriminations and the result should be a saving to the policyholder in the amount paid in premiums.

OF EQUAL IMPORTANCE are the many positions companies operated by Negroes will place at the disposal of deserving young Negro men and women — positions which practically all white companies withhold from Negroes on the grounds of color — and the stimulating effect successful Negro-owned insurance companies will have on other enterprises operated by Negroes.

VICTORY LIFE IS GIVEN O. K. BY NEW YORK STATE

Chicago Company Passes Rigid Examination Of Empire State Commission

Smashing through iron-clad requirements demanded by the Insurance Commission of the State of New York, so strict that in 50 years not more than six new companies have been licensed to write insurance in that State, the Victory Life Insurance Company, 3621 South State street, Thursday, February 9, was licensed to transact business in that state—the first company manned by an entirely colored personnel to achieve this victory. The admission of this company to write insurance in New York, experts declare, is almost a financial miracle.

New York, it will be remembered, is the one city in the world where more than 250,000 colored citizens live in an area of two square miles, and until the admission of the Victory Life Insurance Company there has not been a single colored company able to bid for this business.

A Virgin Field

Based upon these figures, it can be seen that the Victory Life has a virgin field upon which to begin its work and an unparalleled business is prophesied for the company in its new field.

The Victory Life Insurance Company was organized March 23, 1924. Since that time it has entered nine states besides New York, viz.: Illinois, Missouri, Texas, Kentucky, West Virginia, Ohio, the District of Columbia, Maryland, New Jersey; New York being the tenth state.

It has a capital stock of \$200,000 and is considered one of the leading insurance companies of this country.

Surprise President

Dr. P. M. H. Savory, Vice-President of the company, arrived in Chicago Monday to attend a banquet given by the Victory Life at the Y. M. C. A., ostensibly to honor its president, Anthony Overton. His arrival as well as news of the issuance of the certificate was kept a secret until the guests were all at the banquet table.

The certificate was handed to President Overton, who ran his eye down the sheet in a casual manner. Once getting the full import of the document, Mr. Overton's demeanor was

suddenly changed. Almost overcome by his emotions he gave a shout of jubilation as all guests joined in the demonstration of happiness on receipt of the good news.

Personnel of Company

Mr. Anthony Overton is president of the company. Dr. P. M. H. Savory, vice-president; Attorney Richard Hill, vice president, treasurer and general counsel; Dr. Julian H. Lewis, vice president and medical director; J. E. Stamps, manager of agencies, Charles A. Shaw, assistant to the president; J. Garland Wood, auditor; V. D. Johnston, secretary.

About 27 agents are employed at the home office in Chicago, and the number is proportionately large in the various district offices.

VICTORY LIFE QUALIFIES IN NEW YORK

Most Outstanding Event In Our Commercial Life

Victory Life Insurance Company has qualified to operate in New York. After more than a year had elapsed since filing an application for admittance into the State of New York a license to operate in that State was granted to Victory Life Insurance Company of Chicago on February 9, 1927. During this period of time they were subjected to a rigid examination by the New York Insurance Department and successfully met every requirement of what is regarded as the strictest and most technical Insurance Department in the world.

This achievement on the part of this organization, which is the largest capi-

talized Life Insurance Company of our group, is one of the most outstanding events in the history of our commercial life and evidences ~~the fact that~~ we have reached that point in our business development where it is possible to meet any test that may be given.

New York Laws Rigid

The full significance of this achievement can better be appreciated when it is realized that since the Armstrong investigation in 1905 the insurance laws of New York have been the most stringent of any state insuring the utmost economy in management; absolute protection to policyholders, and a fair return to stockholders. Quoting from an article by J. Garland Wood we find that "only four life insurance companies have been able to qualify for the state within the last twenty years." A list of the companies operating in New York is a "Who's Who in Life Insurance." They form the aristocracy of the insurance world and only the best and most conservative companies are admitted with them. Not a single Southern Company is licensed to do business in that state. The fifth company is Victory Life Insurance Company of Chicago, the youngest of them all. It has the unusual distinction of being the only Illinois Company out of a total of twenty-six in the state admitted to do business in New York.

The advent of Victory Life Insurance Company into New York will bring to the Negroes of that state an insurance service unsurpassed by that offered by any other company. It will enable them to secure the largest amount of insurance at the lowest possible cost; open up new avenues of employment, and offer to them an opportunity to invest in an organization of them, by them and for them.

Certificate Surprise to President

A knowledge of the admittance of the Company into the "Empire State" came as the climax to the First Annual Re-union of the stockholders, agents, Home office force and friends of the Company. Approximately three hundred guests were assembled in the Main Auditorium of the Wabash Ave., Y. M. C. A. when Dr. and Mrs. P. M. H. Savory of New York City, Directors of the Company entered amid applause. Dr. Savory was immediately presented to the guests by Mr. V. D. Johnston,

VICTORY LIFE INSURANCE COMPANY ENTERS NEW YORK STATE—WHAT IT MEANS.

(By J. GARLAND WOOD, Auditor.)

The Victory Life Insurance Company has been admitted to do business in the Empire State of New York; the first Negro company ever to be admitted to do business in the state, and an unusual attainment for any company. Heretofore, insurance for the two hundred thousand or more Negroes living in Harlem, Brooklyn and other Negro districts in the world's greatest city has been furnished exclusively by the white companies who, according to the January edition of the Best Insurance News, write the business on specially rated up tables, or confine them to short term endowment policies.

Companies operating in New York state have enjoyed unprecedented growth. Although ~~permitted~~ but few companies to operate within its borders, it ranks as the world's greatest life insurance center. It was here that the first legal reserve life insurance company was established, and the American experience table of mortality, which forms the basis of calculating reserves throughout the country, was originated. Companies operating under the rigid laws of this state are the world's largest companies, having more assets, writing more new insurance each year, and having more insurance in force than all of the other companies in the other states and foreign countries combined. Today there are only forty-one companies operating in that state; sixteen domestic companies and twenty-five licensed from other states. These companies are not only the largest life insurance organization, but number among the biggest financial institutions in the world, having combined assets of over ten billion, and insurance in force in excess of fifty billion dollars. It is quite natural, therefore, that we would find there laws, regulations and standards more rigid and advanced than elsewhere.

Since the Hughes investigation in 1905 the laws of New York relating to insurance have been extremely rigid; insuring the utmost economy in management and absolute protection to policy holders and a fair return to stockholders. Only about six life insurance companies have been able to qualify for the state within the last twenty years. A list of the companies operating in New York is a "Who's Who" in life insurance. They form the aristocracy of the insurance world, and only the best and most conservative companies are admitted with them. Not a single Southern company is licensed to do business in that state. Only five in the middle West, and only one in the far West, and each of these companies stands first in their respective territories. With the exception of one or two powerful companies in Pennsylvania and New Jersey, all the other admitted companies are in New England. The company in the far West is the Western Union Life Insurance Company of Spokane, Washington, and the companies in the middle West are: Union Central of Cincinnati, Ohio; Northwestern Mutual of Milwaukee, Wisconsin; the Bankers Life of Des Moines, Iowa, and the Equitable of Iowa. The first three are billion-dollar institutions, and the latter a half-billion-dollar organization. The fifth middle Western company is the Victory Life Insurance Company of Chicago; the youngest one of them all. It has the unusual distinction of being the only Illinois company out of a total of twenty-six in the state admitted to do business in New York.

The important features of the New York law that are peculiar to that state alone are its sections relating to the investment of funds, the requirements as to surplus and limitations of expenses. These, with other important restrictions, have served not only to keep Negro companies out of the state, but the great majority of white companies.

Before being admitted to do life insurance business, including total and permanent disability and double indemnity features, the Victory Life Insurance Company had to satisfy the New York department of insurance that it had on deposit with the superintendent of insurance of Illinois, government, municipal bonds, or gilt edge mortgages to the extent of \$200,000.00, and that all of its assets were of the same general character as those which New York state companies are permitted to hold.

The company had to evidence to the department that at the time of its organization there was paid in a surplus equal to 50 per cent of its capital stock, or that it had by conservative and sound management since organization built up a substantial surplus equal to approximately 50 per cent of its capital stock, and that it still had a large and substantial surplus sufficient to maintain itself under the requirements of New York. The company had to evidence by the result shown in its surplus that its management had been economical and conservative.

Finally, the company had to show that during the period prior to its admittance that it could meet the requirements of section No. 97 of the New York insurance law, relating to limitations of expenses. This section, which was devised by the well known Miles N. Dawson for the Hughes committee back in 1905, is probably the most stringent of all the requirements. It provides that companies must limit their expenses for new business to the assumed mortality gains and loadings on first year business. It should be noted

by those familiar with the science of life insurance, that while section No. 84 of the New York insurance law permits the Illinois standard as an alternative minimum standard of valuation, this section requires the use of loadings on the level net premium basis in calculating the maximum amount allowed for expenses. This schedule, which is known as schedule "Q," together with a valuation of the policies and financial statement, was prepared by the company's own officials and upon examination by a New York insurance department actuary, it was found that the company met the requirements as to investment of funds; that its surplus was adequate, and that it could operate within the expense limitation prescribed by law.

The entrance of the Victory Life Insurance Company into the state of New York marks not only an epoch in Negro life insurance, but Negro business in general. In life insurance, it means the recognition by the highest authorities that the race can offer the same economical and trained management, protection and absolute security to policy holders and stockholders that is offered by the leading companies the world over. To Negro business it means our first entry into the world's greatest financial center and money market, and the opening of a great opportunity for bigger business.

VICTORY LIFE VICTORIOUS IN \$25,000 SUIT

William Ballard, a former employee of the Victory Life Insurance Company, who came to this city from the South, and who was inexperienced in salesmanship, filed suit against the Victory Life Insurance Company for the sum of \$25,000 for alleged breach of contract. Ballard stated that he had worked for the Victory Life Insurance Company and they had failed to pay him his due commission, but according to evidence brought out in the trial last Tuesday before Judge Gaylor of the Superior Court, the Victory Life did not owe him anything.

Attorney Richard Hill, Jr., one of the city's most prominent attorneys, represented the Victory Life Insurance Company. Attorney Hill combatted all evidence that Ballard could produce to substantiate his claim of indebtedness. The Victory Life contract was given him for so much money until he could carry himself with a large enough debit, but this contract, under the insurance laws of Illinois is limited—so that a man must make good or forfeit the contract after the time of limitation.

Judge Gaylor, in high terms to reporters, praised Attorney Hill for his efficiency and dismissed the suit.

Ballard filed suit May 14, 1925, seven days after he had left the employ of the insurance company.

Insurance - 1927

Illinois.

Victory Life Writes \$1,000,000 Insurance In N. Y. In Four Months

NEW YORK, July 27.—Breaking all previous records in insurance writing, Lem L. Foster, manager of the New York office of Victory Life Insurance Company, 2210 7th avenue, announced Saturday just before his departure for the Home-Coming Victory Sales Convention in Chicago, that the New York office had written and placed in force \$1,000,000 since it began operation in March. Mr. Foster was particularly jubilant at this unique success, and said "New York will take

EXECUTIVE COMMITTEE OF INSURANCE ASS'N MEETS

(By the Associated Negro Press)

An effort will be made by the National Negro Insurance Association to establish connection with the leading colleges for the purpose of interesting college men in insurance as a life work, if the program adopted at the executive committee of the Association is carried out.

The meeting was held here on Monday and was attended by representatives of thirty companies and many vital matters were discussed. It is the plan of the association to have speakers from the association appear at the various colleges at stated times.

Another decision which met with approval, was to establish closer relationship between the newspapers and the insurance companies. Realizing the importance and the value of the press in any program, the secretary was instructed to establish a closer

VICTORY LIFE CO. SHOWS GAIN FOR PRESENT YEAR

Board of Directors Reports

contact with the newspapers and editors.

Among those present were: Dr. J. E. Walker, president of the National Negro Insurance Association and president of the Universal Co., of Memphis, Tenn.; George W. Lee, Agency Supervisor of the Atlanta Life Insurance Company, of Atlanta, Ga.; M. S. Stuart, general manager of the Universal Life Insurance Company, of Memphis, Tenn.; Anthony Overton, president of the Victory Life Insurance Company, of Chicago; E. H. Carry and W. Ellis Stewart of Liberty Life Insurance Company, of Illinois, of Chicago.

Dr. Walker, president of the Association, reported that the Association had been recently incorporated under the laws of the District of Columbia and was now carrying out to a great extent, many of the progressive proposals made at the recent convention held in April of this year in Memphis

Insurance In Force of Five And One-Half Millions

Special to the Journal and Guide—Chicago, Ill., July 27, 1927.—The regular Semi-Annual meeting of the Board of Directors of the Victory Life Insurance Company was held in the home office of the company, in Chicago, Ill., Wednesday afternoon, July 27. In addition to the Chicago Directors, Dr. and Mrs. P. M. Savory, Mrs. John W. Duncan and Dr. C.

B. Powell were present from New York and Dr. R. M. Young, from Cairo, Ill.

The reports for business of the first six months of the year, 1927, showed that the company had insurance in force of more than Five and One-Half Million Dollars, which is an increase of Two Million since the first of the year. This increase is more than 58 per cent of the entire business in force at January 1st.

In addition to the increase in business in force the company has made loans on mortgage securities since the first of the year of more than Fifty Thousand Dollars. The agency force has more than doubled.

The Victory Life Insurance Company was admitted to do business in New York in February of this year, and admitted to the states of Indiana and Virginia. New agencies have been established in Gary, Indianapolis, and Richmond, Va., as well as in New York City. In order to handle the additional business arising from these new agencies the Home Office staff has been increased one-third since the first of January.

In line with the increased business, the Company has recently added several additional policies to its already attractive line, including a special Whole Life Policy, in multiples of \$25,000 and a special Twenty payment Life Policy, both with reduced premiums. The Company is emphasizing the income, or installment settlement of policies in order that the beneficiaries of the large amount of insurance now being written may have prolonged use of the funds to be made available from these policies.

LIBERTY LIFE CO. HOLDS THE SIXTH HOME - COMING

Officials And Agents Pay Homage To Founder, F. L. Gillespie

The sixth annual home-coming convention of the officers and entire sales force of the Liberty Life Insurance Company was held Wednesday, Thursday and Friday of last week at the home office, 30th street and South Parkway.

The first session began promptly at 10 o'clock Wednesday morning.



Mr. Binga

Earl B. Dickerson were next on the program for the opening morning session.

Memorial For Founder

The most outstanding and impressive ceremony of the entire meet was the memorial services in honor of Frank L. Gillespie, founder of the company. The Rev. R. L. Bradley of Detroit officiated on this occasion as the audience stood in silence with bowed heads to pay homage to one of the most creative geniuses in either racial group of this age.

Other outstanding features were addresses by W. Ellis Stewart, secretary of the company who spoke of the progress of the company and C. M. Cartwright, Managing Editor National Underwriters.

Thursday and Friday sessions were practically taken up with discussion of problems of insurance in rural and metropolitan communities.



Mr. Webb

The annual banquet was held at the Appomattox Club Friday evening. The Bousfield Trophy was awarded to Elmo Wililams, superintendent of Kansas City agency for the greatest accomplishment of the year.

At the special stockholders meeting Wednesday, Jese Binga, president of the Binga State Bank was made chairman of the Board of Directors of the Liberty Life Insurance Company. Other new directors elected were: Archie A. Alexander, Des Moines, Iowa, a contractor and builder and also winner of 2nd prize in Harmon Award last year; William E. Butler, local druggist; Dell Mathews, one of the owners of Carruthers and Mathews barber shop and Thomas Webb of Binga State Bank.

INSURANCE MEN MEET IN CHICAGO



THE EXECUTIVE COMMITTEE of the National Negro Insurance Ass'n met in Chicago, October 10, 1927. In the group we have (seated) Dr. J. E. Walker, Universal Life Insurance Co., Memphis, Tenn.; E. H. Carry, Liberty Life Ins. Co., Chicago; (standing) M. S. Stewart, Universal Life Ins. Co., Memphis, Tenn.; Geo. W. Lee, Atlanta Life Ins. Co., Memphis; Anthony Overton, Victory Life Ins. Co., Chicago; W. Ellis Stewart, Liberty Life Ins. Co., Chicago. —Woodard Photo

Insurance - 1927

Kentucky

Life
**REMARKABLE GROWTH
OF DOMESTIC LIFE IN-
SURANCE COMPANY
ATTRACTS NATION-
AL ATTENTION**

The Domestic Life and Accident Insurance Company, which began business in September 1921 with a capital of \$100,000, and a surplus of only \$10,000, has grown so rapidly that it is looked upon in insurance circles as being one of the wonders of the world.

Never in the history of insurance business has a legal reserve life insurance company been established and grown to such a large proportion on so small a surplus.

The Domestic Life Home Office is located on the corner of Sixth and Walnut, just two blocks from the business center, is valued at over \$175,000, is fully paid for and unincumbered. The Domestic corner, as it is called, is not only the pride of Louisvillians and Kentuckians but of visitors from other states.

But it is not surprising after all that the Domestic should have made such wondrous strides in so short a time, when the fact is considered that it was organized and officered by three real insurance men, who particularly fit into the positions which they occupy.

The company was born in the mind of G. P. Hughes, its founder and president. Associated with him in the organization of the company were J. E. Smith, vice president and director of agents, and W. F. Turner, secretary.

All of these men were pioneers in the insurance business in the state of Kentucky. Their experience began more than fifteen years ago, having worked with the Atlanta Mutual Insurance Association as it was known at that time, and for the Standard Life and for the Mammoth Life and Accident. They all assisted in the organization of the Mammoth Life Insurance Company.

Under the guidance of these three men, all experts in their line, the

Domestic Life, in six short years, has issued over 100,000 policies for a total of over \$15,000,000 worth of insurance, has collected nearly \$1,500,000, paid in salaries and commissions to employers over \$560,000, has paid in claims to policy holders and beneficiaries nearly \$380,000, and over \$8,000 in dividends paid to stockholders. This dividend was declared when the company had been operating only four years, a record unequalled in the history of insurance business. The company has assets over \$300,000 and is giving employment to hundreds of men and women of our race.

This has all been accomplished while operating in only two states. The state of Ohio was opened within the past year.

Alfred M. Best, a New York firm, says in the 1927 Life Insurance reports with reference to the management and reputation of the Domestic Life the following: **Expenses are low. Capital and Surplus are more than sufficient to protect the company's obligations. Investments bring good returns.**

The record of the Domestic Life Insurance Company is one of which not only its stockholders should be proud but every Colored person in the state of Kentucky.

Lige

WHITE INSURANCE AGENTS USE AT- TACKS ON DOMESTIC TO GET NEGRO BUSINESS

Figures Quoted Untrue And Unfair To Colored Institution

Some weeks ago in an editorial in this paper, "It Is Bad Business To Attack Business," an effort was made to check a public discussion of matters that affected truly the stockholders of the Domestic Life Insurance Company. In another paper one of the stockholders has been making statements that could easily be misconstrued to the discredit of the Domestic Life. The air could have been filled with charges and countercharges to the delight of people who like to read such stuff if the officials of the insurance company had made direct replies to the articles in the other paper. But the Domestic Life Company contented itself by making public its financial condition in other papers.

Full pages have been used in the Kentucky Reporter and The Louisville News giving all details of the company's condition, its finances, its assets and liabilities, etc.

This, officials of the company declared, was answer enough and ought to convince the public the Domestic Life Insurance Company is a strong, steadfast institution and a credit to the race in Louisville and throughout the country.

But the articles gave an opportunity to white competitors of the Domestic Life and all other Negro companies. It has just come to The News—and the paper is being held up so as to make this public—that certain white agents are taking copies of the paper that carried these articles to Negro prospects and are trying to get business for their white companies by telling

them the Negro company is unsafe and is going down.

This is a serious proposition—that white companies should profit by Negro fights!

The white agents are pointing to a statement quoted as saying the Domestic only had \$2,600 in cash at the first of the year. That is shown as untrue by the advertisements in Negro papers showing cash on hand of over \$26,000, this advertisement also shows assets as \$292,896.28. It shows increased policies sold from 1921, increased premium incomes from 1921, \$21,809.60 to 1926, \$251,642.69. Surplus, 1921, \$5,655.72 to 1926, \$103,015.94.

But the white agents are not showing these statements which they know are true and must be true because the law requires it—But they are showing the other paper that tries to MAKE it APPEAR a Negro Company is unsafe!

It is said representatives of the State Insurance Department who have been making their annual examination of the Domestic books are emphatic in their praise of the condition of the company.

This is such a startling and shocking piece of news that this paper which was ready for the press has been held up in order to put its readers next to this more of white agents.

If your paper is late this news is excuse enough.

Insurance-1927

Massachusetts.

Life

Carris \$500,000 Insurance

W/
BROCKTON, MASS. *W/* Ter-
ry, wealthy real estate owner, and
said to be worth \$2,000,000, recently
took out additional life insurance for
\$270,000, making the total amount
carried \$500,000. Terry came here
twenty years ago as assistant jani-
tor of the Y. M. C. A.

Insurance-1927

Missouri.

Life
HEMAN PERRY
IS WITH NEW
STANDARD LIFE

ST. LOUIS, Mo., Jan. 20.—A handfull of insurance producers in this city recently broke all existing records for business written in one month by any group organization. During December, 1926, the first thirty days of operation, thirty-five agents of the Standard Life Insurance Company of Missouri wrote \$1,015,250 worth of business here.

The St. Louis Underwriters Corporation was the group of financiers largely responsible for the organization of the Standard Life Insurance Company, an old line legal reserve company with the entire capital stock of \$100,000 fully subscribed and paid in, with a \$50,000 surplus.

A masterly stroke placed Herman E. Perry at the helm. The million in a month is the result. In a recent interview Mr. Perry tells how it was done, and it makes interesting reading.

Gives Credit to Personnel

"Everybody, including experienced insurance men said—it cannot be done. But we did it—wrote \$1,015,250 in our first month of production," he said. "It is my firm belief that success for us lay in the fact that we were fortunate in our choice of men. Not only are they trained men, masters of their proposition but they are, as well, men of true vision, inspired with the spirit of service."

Financial Outlook for 1927

"What do you think of the financial outlook for our group in 1927?" Mr. Perry was asked. "That's a large bill," he replied, "but to sum it all up, the Negro in America, to my way of thinking is approaching his greatest period of financial expansion. What he learned in the past will bear fruit in the present. Scattered individual successes are giving way to corporate development."

"You have only to look around you for evidences of the fact that we are learning to harness our resources and by co-operative effort make possible banks, financial institutions and insurance companies."

Insurance - 1927

National Negro Insurance Association.

53,330 Race Men and Women are Given Employment In Offices and On Field By Negro Insurance Companies In U.S.

22 Companies Are Members Of National Negro Insurance Association, And Salaries Paid To Workers Approximate \$4,500,000

Chicago, Ill.—(By The Associated Negro Press) Perhaps no other single thing gives so definite an understanding of the part which Negro insurance companies are playing in the economic life of the race than is shown by the tremendous amount of employment which they furnish to members of the group.

Figures which the National Insurance Association has just made public show that 53,330 persons were employed by the twenty-two companies which are members of the National Negro Insurance Association, and that during the year ending 1925, they paid salaries during the year of approximately \$4,500,000, an average wage to each individual worker of \$900 per year, 375 per month, 717.25 per week, \$2.80 per day, 35c. per hour.

The character of this employment deserves attention. Dignified positions in every capacity from clerk and agent to director and president were given this army of workers who comprised the employees of these racial companies.

When it is remembered that the Negro companies have insurance in force upon only one-eighth of even the colored people who are insured, and that of the other seven-eighths of insurance upon members of the group, but little finds its way back to the insured in salaries or income save that of an occasional janitor, a striking idea of the value which these racial enterprises are to those who support them is gained.

The largest white company carrying Negro business has \$900,000,000 in force on Negro lives, and yet it has not a single Negro agent, clerk, or employee, save a few janitors in some cities.

Business Training An Asset.

The business training and experience which these institutions have given to the boys and girls and men and women who came within the scope of their operation and influence is another of the assets which the racially owned and operated companies have furnished to those who support them, widening the circle of competent business people to fill the ever increasing demands for trained workers.

The companies who comprise the group studied, most of whom are members of the National Negro Insurance Association are:

Afro-American Life Insurance Co., Jacksonville, Fla.; Domestic Life & Accident Insurance Co., Louisville, Ky.; Atlanta Life Insurance Co., Atlanta, Ga.; Guaranty Life Insurance Co., Savannah, Ga.; Gibraltar Health and Accident Insurance Co., Indianapolis, Ind.; Liberty Life Insurance Co., Chicago, Ill.; Liberty Industrial Life Insurance Co., New Orleans, La.; Louisiana Industrial Life Insurance Co., New Orleans, La.; National Benefit Life Insurance Co., Washington, D. C.; Mammoth Life & Accident Insurance Co., Louisville, Ky.; North Carolina Mutual Life Insurance Co., Durham, N. C.; Northeastern Life Insurance Co., Newark, N. J.; Peoples Industrial Life Insurance Co., Jacksonville, Fla.; Pyramid Mutual Insurance Co., Chicago, Ill.; Richmond Beneficial Insurance Co., Richmond, Va.; Security Life Insurance Co., Tulsa, Okla.; Southern Aid Society of Va., Richmond, Va.; Supreme Life and Casualty Co., Columbus, Ohio; Underwriters Mutual Life Insurance Co., Chicago, Ill.; Union

sonville, Fla.; Pyramid Mutual Insurance Co., Chicago, Ill.; Richmond Beneficial Insurance Co., Richmond, Va.; Security Life Insurance Co., Tulsa, Okla.; Southern Aid Society of Va., Richmond, Va.; Supreme Life and Casualty Co., Columbus, Ohio; Underwriters Mutual Life Insurance Co., Chicago, Ill.; Union

Life, Jacksonville, Fla.), First Vice President; Dr. P. P. Creuzot (Louisiana Industrial Insurance Co., New Orleans, La.), Second Vice President; Louis E. Bullock (Northeastern Life Ins. Co., Newark, N. J.), Third Vice President and E. M. Martin (Atlanta Life Insurance Co., Atlanta, Ga.), Fourth Vice President. W. Ellis Stewart of the Liberty Life Insurance Company of Chicago is Secretary; H. E. Hall, Mammoth Life Insurance Co., Louisville, Ky., is Treasurer; J. A. Blume, Southern Fidelity and Surety Company, Durham, N. C., is Chaplain and C. M. Hays, Gibraltar Health and Accident Co., Indianapolis, Ind., is statistician.

Executive Committee

The executive committee includes E. H. Carey, Liberty Life Insurance Company; Harry H. Pace, Northeastern Life Insurance Company; Anthony Overton, Victory Life Insurance Company and C. B. King of the National Benefit Life Insurance Company, Washington, D. C.

Association Six Years Old

The meeting just held was the seventh session, and marks the sixth year of active work. The next meeting will be held in Columbus, O., next April, and the delegates will be the guests of the Supreme Life and Casualty Company of that city.

A. L. Caldwell, Insurance Commissioner of the State of Tennessee gave a talk, teeming with timely ideas and choice bits of information.

M. O. Bousfield, Liberty Life; T. K. Gibson of the Supreme Life and A. E. Bush of Century Life were unable to attend the meeting, due to the flood which swept Arkansas and a large portion of the Mississippi delta.

Delegates to the meeting commended the Illinois Central upon their courteous handling of delegates.

MEMPHIS

TENNESSEE

APR 17 1927

NEGRO CONVENTION HERE.

National Insurance Group to Hold Three-Day Session.

The National Negro Insurance Association representing 45 companies, with assets of \$15,000,000 will hold a three-day convention here beginning Wednesday morning at 9 o'clock at the Masonic Temple, 200 South Fourth Street. Dr. J. E. Walker, of Memphis, head of the Universal Life Insurance Company, is president of the national organization; N. Ellis Stewart, of Chicago, is secretary and H. E. Hall, of Louisville, Ky., is treasurer.

A. S. Caldwell, of Nashville, state insurance commissioner, will be a guest and chief speaker at the meeting.

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Insurance 1927

New Jersey

LIFE INSURANCE AS A BUSINESS.

The growth of insurance as a business among Negroes during the past twelve or fourteen years is termed tremendous by one of the promoters largely responsible for that development. This applies largely to various forms of life and health and accident insurance. There are now eight companies under race control doing business on the old line legal reserve plan, whereas in 1912 we had not one of that sort. Companies run on this plan have to maintain a reserve as required by law and provided in the policy, which is issued in amounts of one thousand dollars and upwards, with premiums payable annually, semi-annually or quarterly. Three of these companies also do an industrial business on which premiums are collected weekly, with death benefits only.

Besides these eight old line reserve companies, the oldest of which began business in 1899, three other concerns which had previously done only a sick and accident business, put themselves on a legal reserve basis about two years ago. There are several other companies bordering between the assessment and the reserve plan, which have not put up the legal reserve necessary to place them in that class. Other organizations doing a considerable business do not make reports to insurance publications. In an illuminating article published in the Crisis, a few months ago, Harry H. Pace, president of the Northeastern Life Insurance Company of Newark, N. J., gave a list of twenty-nine race organizations engaged in the business of insurance.

This rapid and steady growth of insurance as a business among the race is attributed to the attitude of most of the white companies in refusing to write risks on Negroes or if they do, in discriminating in their rating. Mr. Pace cited but one of these companies which is generally known to give a first class colored risk

the policy to which his health, occupation and general surroundings entitle him. Another large New York company was quoted as issuing "endowment insurance without rating to only the best professional risks among colored people." This attitude has contributed largely to the building up of insurance business among Negroes.

The immensity of this field and the possibilities for future growth are shown by some figures given by Mr. Pace. The total amount of insurance in force December 31, 1925, of ten companies named in his article, was over one hundred and forty-one million dollars, with over six hundred and fifty thousand outstanding policies. This did not include the Standard Life of Atlanta nor the Mississippi Life, both of which had been absorbed by white interests, nor the Lincoln Re-serve of Birmingham, Ala., also controlled by white officers and directors. Including these, we would have a total of 966,893 policies for over one hundred and eighty million dollars of insurance on colored risks. It is Mr. Pace's idea that these totals are surpassed, however, by the insurance carried by Negroes in one great New York company alone. Even granting this assumption as fact, he considers that the race is woefully under-insured, although the amount of insurance carried has increased tremendously during the past few years.

This increase of insurance which seems bound to continue under prudent and progressive management, has set the pioneers in this line to devising some system of cooperation, which will enable them to expand their business with safety and render the experience gained in the years of upbuilding available to all concerned. There are problems of office management, direction of field forces, loans on policies, losses on health, accident and disability policies, in which the experience of one company might be helpful to another. While some of these

questions probably would present individual phases peculiar to certain localities, there might be general principles evolved and normal standards set which would regulate such transactions on a sound and equitable basis. Cooperation among the men engaged in building up this immense financial structure based on the business of insurance is essential to its fullest development. As Mr. Pace said in closing his article, "with seven million dollars of assets, eight million dollars annual income and over a million dollars of invested capital, the business of insurance among Negroes is entitled to the support of the entire race."

Let the insurance leaders get together in an effort to increase their policies to meet the needs of the race, while maintaining their reserves and building up their surplus as a further margin of safety.

Northeastern Life Increases Capital To \$200,000

Concern Now Has \$1,100,000 Worth Of Premiums Paying Insurance In Force On Its Books

NEWARK, N. J. — Increasing its capital from \$100,000 to \$200,000 and \$1,100,000 premium bearing insurance in force among the Negroes of a report made recently by Harry H. Pace, president of the Northeastern Life Insurance Company, at its annual stockholder's meeting.

The company received its license to do business on April 27, 1927, but did not begin the actual writing of insurance until several months later during the month of September. So that it has actually been doing business only about 20 months. During that time it has had a most favorable mortality record, having had only one claim for \$2,000 which was paid within an hour after it was reported to the Home Office of the company.

At a meeting subsequent to the Stockholders' Meeting the directors elected the following officers: Harry H. Pace, President; Louis C. Bulloch, Vice-President & Treasurer; T. A. Dickson, Vice-President; James W. Roberson, Vice-President; James H. Bulloch, Secretary; A. H. Bibb, Cashier; Dr. P. M. Murray, Medical Director; William H. Wortham, Chairman of the Board; F. A. Carter, Auditor.

The company has 396 stockholders located in over 14 states. It has 38

agents of its own and 6 agents from other companies who are writing business for it.

One of the letters read by the President was from one of its agents, Miss R. B. Barker, who remembered the anniversary of the company by writing and paying for \$13,000 worth of insurance and selling 70 shares of stock for a price of \$2,100.

The agency force sent in a shower of \$77,000 worth of applications in honor of the Stockholders' Meeting, while Mr. T. A. Dickson, Vice-President of the company and in charge of stock sales, turned in subscriptions for 476 shares of stock with total cash of over \$7,000.

Insurance - 1927

New Jersey.

Life

Northeastern Stockholders to Meet

Will Be Requested to Vote on Increase of Capital to
\$200,000

Stockholders of Northeastern Life Insurance Company numbering nearly 400, received notice this week of the second annual stockholders' meeting of this company, to be held on Saturday, May 1, at 2 p.m., in the Assembly Room of the *Commercial Bank*, Newark.

The Northeastern is the youngest of the old-line legal reserve life insurance companies owned and operated by Negroes. *2-18-27*

The notice advised the stockholders that they would be requested to vote upon a resolution increasing the company's capital to \$200,000 *for the purpose of enabling it to qualify for admission to the States of New York and Pennsylvania.* *N.Y.*

During its year and a half of operation in a limited territory, including only New Jersey, Delaware and the District of Columbia, its agents have paid for more than a million and a half dollars' worth of business. The company has had a most favorable mortality experience, having had only one death during the entire period and its lapse ratio has been only about 18 per cent of the business put on its books.

Insurance-1927

Lige

FORMER DUNBAR HIGH INSTRUCTOR GOES INTO BUSINESS MANAGEMENT

C. Benjamin Curley, formerly an instructor in the business department of Dunbar High School, has started the Curley Business Service, an organization of business administrators, in New York City.

The first engagement of the company is with the Century Life Insurance Company of Little Rock, Arkansas. The company has been engaged to organize the home office and act in an advisory capacity for the insurance company over a period of several months.

Mr. Curley is a graduate of Howard University as well as of New York University. He was formerly comptroller of the North Carolina Mutual Life Insurance Company of Durham, N. C.

INSURES 10,000 NEGROES

Detroit, Mich., Feb. 28.—(By A. N. P.)—It is estimated that more than ten thousand Negroes were insured recently in the Metropolitan Life Insurance Company by the General Motor Corporation for \$1,000 each when that corporation insured all its employees, numbering 100,000 in which is said to be the largest group insurance, in point of numbers, ever taken out by any one company at one time.

NEW YORK TIMES

MAR 18 1927

NEGROES IN INSURANCE FIRM

First of Its Kind Here, Company Is
Launched at Dinner.

Formal opening of what is said to be the first life insurance company run by negroes to do business here was marked last night by a dinner at the Renaissance Restaurant, 138th Street and Seventh Avenue. The new venture is the New York branch of the Victory Life Insurance Company of Chicago. Its offices are at 2,210 Seventh Avenue.

Anthony Overton, President of the company, announced that it controlled \$300,000 in paid-up capital. Other officers who attended, all negroes, were Dr. P. M. Savory, Vice President; Joseph E. Stamps, Director of Agencies; John M. Duncan and Dr. C. M. Powell, directors. Speakers included Dr. W. E. Dubois, editor of The Crisis, and James Weldon Johnson. Execu-

New York.

ive Secretary of the National Association for the Advancement of Colored People.

N. Y. WORLD

MAR 18 1927

NEGRO LIFE INSURANCE COMPANY CELEBRATES

Reports Policies Totaling \$300,-
000 Taken Out in Harlem
in Two Weeks

More than five hundred Negroes attended a dinner last evening at Renaissance Casino, Seventh Avenue and 138th Street, in celebration of the entrance of the Victory Life Insurance Company of Chicago, a race concern, into New York State. The affair was given under the auspices of a Citizens' Committee, of which Lester A. Walton was Chairman.

James S. Watson of the Corporation Counsel's Office was toastmaster. Short welcome addresses were made by Dr. W. E. B. DuBois, Fred R. Moore, Eugene Kinckle Jones, Watt Terry, Mrs. Gertrude E. McDougald, Ferdinand Q. Morton, A. A. Shomburg and C. B. Curley.

Anthony Overton, President of the company, led the responses to the welcome addresses. Among the letters read was one from James A. Beha, State Superintendent of Insurance, who wrote: "I am most interested in this company and want it to make a success in its operations here."

It was announced at the dinner that during the two weeks the company has had offices in Harlem policies aggregating \$300,000 had been taken out.

Insurance-1927

Live

Mr. Spaulding Right and Mr. Spaulding Wrong

President Spaulding of the North Carolina Mutual Life Insurance Company is so often right in his opinions and actions and so seldom wrong, that when he does register in the wrong column it is an incident so rare that it becomes interesting news. Mr. Spaulding has an article in the July Messenger magazine in which he discusses "Dangerous Tendencies in Negro Business." The three things which are now giving him serious concern are: (1) Pyramiding, (2) Bleeding, (3) Over-extension and Over-advertising.

On pyramiding, bleeding and over-extension, Mr. Spaulding made himself quite clear and convincing. On over-advertising he did not make himself clear. He raised a sign of caution, pronounced a warning and stopped there. If he means what is generally termed "ballyhooing" he is correct. If he means legitimate advertising such as the use of space in reputable newspapers and magazines he places an evaluation upon legitimate advertising quite unusual with the average successful executive.

Judging from the amount of press-agenting done by the concerns in Mr. Spaulding's particular field he is sadly out of harmony with his colleagues. We have not kept an accurate record, but we are safe in saying that the postage used by various Negro business enterprises in mailing out advertising which they expect to narcotize editors of race papers, but which found its way into waste baskets because the companies were unwilling to pay for it, would have purchased a page at current rates in either of the most largely circulated race papers in the country. We agree with Mr. Spaulding that if he has reference to that sort of piracy, for which the business concerns pay without getting anything much in return, they do spend too much for advertising. But if he has reference to real advertising, gotten up by a real advertising man, that is something that only two Negro business concerns outside the field of toilet preparations have ever tried, and these two in Virginia, embarked upon the experiment last Spring upon the suggestion of this paper.

There is nothing so familiar in the newspaper office, and nothing held so much in contempt as the propaganda or ballyhooing sent out by hired press agents of Negro business enterprises and labelled at the top of the page "For Immediate Release." We bale the stuff separately and last year made \$11.85 selling it at 20c per hundred pounds.

President Spaulding should have said "under-advertising" is something that is seriously menacing Negro business. Advertising properly planned and directed always pays large returns. A white insurance company doing business in Norfolk has just completed a six weeks advertising campaign in the Journal and Guide during which time the company added 6592 NEW members and insurance amounting to \$1,375,562.

Any colored company that respected the influence of newspaper advertising enough to go into it like this white company did would have accomplished the same, if not greater results.

PROBLEMS OF INSURANCE.

The business of life insurance among Negroes is of comparatively recent origin, the pioneer institution of that kind being the North Carolina Mutual Life Insurance Company of Durham, which was incorporated in 1899. Originally it was operated on the mutual assessment plan, but it is now carried on as a regular old line mutual insurance company. It pays benefits in case of death, sickness, temporary or permanent disability, either as the result of disease or accident and is organized for the sole benefit of its members and their beneficiaries.

Early in February an examination of the books and affairs of this company was made by three examiners at the direction of the Insurance Commissioner of North Carolina, the last previous examination having been made as of December 31, 1923 by representatives of the States of North and South Carolina and Virginia. Besides these three States, the company was licensed to do business in Maryland, Georgia, Florida, Alabama, Mississippi, Tennessee, Arkansas, Oklahoma, and the District of Columbia. The company sold its business in four states located at the greatest distance from the home office, Florida, Arkansas, Mississippi and Oklahoma, taking effect January 1, 1927. This was believed to be in the best interest of the company and policyholders, as permitting better supervision in the field.

The growth of the company from 1908 to 1926 was shown as follows: Total income from \$187,136.79 to \$2,271,247.88; admitted assets, from \$81,950.19 to \$3,190,536.02; insurance in force, from \$1,211,602 to \$45,817,657.

In their comment on the financial statement of the company, the examiners said: "An investigation of death claims,

North Carolina.

including those which were resisted, adjusted or compromised, indicated that the company is reasonably prompt in the settlement when proper proofs have been received, and fair and just where the claim is questionable." The amount of disability claims paid during 1926 was rated as "high for the amount of this business in force," and the officers are making efforts to eliminate it by better field supervision. Premium notes were

found not to be fully secured by the reserve in all cases and a slight deduction was made from assets to cover these unsecured notes. While the mortality experienced by the company is rated as exceedingly high, it was stated that the officers expect to take some action which will bring about a more favorable result. A number of recommendations were made with a view of improving the system at the home office, reducing expenses and for obtaining better results from the field. The officers, especially the president, C. C. Spaulding, were commended for their untiring efforts and devotion in building up this great mutual organization.

This report to the Insurance Commissioner indicates the searching character of the investigation given to the affairs of this company and the manner in which it passed such scrutiny. The officers were found to be alive to the peculiar problems of management encountered in their business and alert to devise methods of coping with them. A significant paragraph of the report expressed appreci-

ation by the examiners of the courteous assistance and willing cooperation rendered by officers and employees of the company during the progress of the examination. This speaks as well for the Insurance officials as it does for the representatives of the company, showing that courtesy is a valuable aid to business. The North Carolina Mutual has reason to be proud of the latest report made upon its affairs by the North Carolina examiners.

JOHN M. AVERY ONLY

COLORED MAN LISTED

Prominent Patrons of Life Insurance — Thirteen Thousand

Carry Over \$50,000.

In the special issue of the Spectator Magazine, entitled, "Prominent Patrons of Life Insurance," there are thirteen thousand names of persons in every state in the



J. M. AVERY

country carrying over \$50,000 of

insurance. There are 194 persons named who carry more than \$1,000,000 insurance, headed by Rodman Wanamaker, whose life is insured for \$7,500,000. 10-2-27

A notable thing about the book is that only one colored man is named in the book, that person being John M. Avery, vice-president and secretary of the North Carolina Mutual Life Insurance company, of Durham, N. C. Mr. Avery is credited with having \$131,500 insurance on his life.

For several months past, an accumulation of data on the amount of insurance carried in large amounts by colored people has been made by Harry H. Pace, president of the Northeastern Life Insurance Company. Mr. Pace states that a few otherwise well educated colored men have refused to give the amount of insurance carried by them, not understanding the purpose for which it would be used. Proceeds of life insurance policies are not taxable, which many do not understand and which seems to be the greatest fear.

But thirteen thousand white men and women—and John M. Avery—carrying from fifty thousand to seven and a half millions, were not afraid to tell. All credit to Avery. May his tribe increase.

N. C. INSURANCE ASSOCIATION IN ANNUAL SESSION

Life Insurance Men Of The State Gather At Kinston

The North Carolina Negro Insurance Association held its annual meeting in Kinston, July 6-7. The meeting opened Wednesday morning, July 6, with the welcome address by W. C. Redding on behalf of the Kinston branch and the annual address of President A. E. Spears, of Charlotte. Addresses on the various phases of life insurance were delivered by W. J. Kennedy jr., assistant secretary of the North Carolina Mutual Life; W. A. Jones, special agent of the National Benefit; E. H. Copeland, insurance broker, and J. E. Tillet, vice president of the Winston Mutual Life.

At the public meeting held at St. James African Methodist Episcopal church the welcome address on behalf of the local citizens was delivered by Dr. J. B. Wright. Mr. J. A. James made the response. The principal speaker was George W. Cox, agency director of the North Carolina Mutual Life. Thursday morning the speakers were L. E. Grames, of the Eagle Life; C. B. Barbee, of the National Benefit; William Nesby, North Carolina Mutual, Mrs. Ellen Downing, Winston Mutual Life and E. M. Butler of the North Carolina Mutual, and L. W. Wilhoite, manager of the Bankers Fire Insurance Company were the speakers.

NEGRO INSURANCE MEN HOLD SESSION

District Managers' of Mutual Life Insurance Company In Three-Day Meeting

The district managers of the North Carolina Mutual Life Insurance company from North Carolina, South Carolina, Georgia, Alabama, Tennessee, Virginia, Maryland and the District of Columbia met here yesterday morning at 8:45 o'clock for the first of a three day session which will end on June 8. The gathering was addressed yesterday afternoon at 2 o'clock by Stacey W. Wade, insurance commissioner of North Carolina.

Mr. Wade in addressing the managers complimented the company upon its growth and the high character of its business directors, and called upon the officials to constantly strive for a greater and more perfect organization. He asked that the company try to train its agents more carefully, "because," said he, "success cannot be attained without hard work, honesty of purpose and co-operation between home office and field forces."

This morning the session will open with an address by C. C. Spaulding, president of the company, whose subject is "The Call to Arms." The afternoon session will be taken up with routine business and tonight at 8:15 o'clock a banquet will be given in honor of the district managers.

Wednesday the morning session will be given over to discussions of field problems, and in the afternoon the conference will close with discussions on "Building the Surplus Production."

District Managers Of North Carolina Mutual Insurance Company Meet

Virginia Awarded Loving Cup Making Greatest Contribution to Company

Durham, N. C.—What is regarded as the most helpful agency manager's meeting ever held is in session this week at the Company's Home Office in Durham. Coming from all parts of the states of Maryland, District of Columbia, Virginia, North and South Carolina, Tennessee, Alabama and Georgia, thirty-four managers are gathered for the purpose of more closely correlating the efforts of the field and the home office. The general session is being presided over by President C. C. Spaulding, who opened the meeting with fitting words of welcome and closed the meeting with an impassioned call to arms.

Each department of the organization presented a thorough analysis of the work. Because of the magnitude of the work of the North Carolina Mutual it is felt vital to the best interests of the company that the field managers be brought to the home office once each year where every operation of the company is laid on the table in the form of concise information. President Spaulding refers with pride to the fact that nothing which affects the organization is kept from the field force. And so, such subjects as "Our Claims and their Problems," "Building the Surplus," "Our Investments," "Our Industrial and Ordinary Business,"

were met with fine expressions and responses.

During the afternoon session on Monday, an address was delivered by Hon. Stacey W. Wade, Insurance Commissioner of North Carolina, who referred to the profession of life insurance as one of the highest and most sacred of human activities. His remarks were directed more to the problems of the present field organization, calling attention to the early struggles of the institution, exemplifying the lives of the founders, John Merrick and Dr. A. M. Moore. At the close of the afternoon session, Mr. Wade went into each department of the building.

The Monday evening session was in the nature of a public meeting held in Mt. Gilead Baptist Church, where the problem of the policy-holder, the agent and the home office was discussed.

On Tuesday evening, a banquet in honor of the District managers was given in the dining room of the building. Among the guests were Mrs. Merrick and Mrs. Moore, widows of the company's founders. There was presented at this banquet a silver loving cup given annually in memory of the founders to the state making the greatest contribution to the company's work for a given year. The award for such service during 1926 was made to Virginia.

It was revealed that the company's assets at the close of May, this year, were more than three million dollars, thus enabling it to continue to sound its slogan, "The Largest Negro Life Insurance Company in the World."

the home of John Plummer for more than 25 years State president, and of Peter Collins, veteran secretary C. S. L. A. Taylor is president of the association now.

Life

N. C. MUTUAL ASSETS JUMPED QUARTER MILLI'N

Premier Insurance Compa-
ny Now In The \$3,000,-
000 Class

DURHAM COMPANIES
ALL WORK TOGETHER

Million Dollar Bank—Fire
Ins. Co. And Others On
Soundest Footing

DURHAM, N. C.—This ci-
ty with a population of 45,-
000 people, 15,000 of whom
are Negroes, is one spot
where Negroes work to-
gether and have faith in
each other.

Certainly, there are others, but
none so long and so consistently or
so uniformly successful as this pi-
oneer group in the busy little city
of big business. So well has this
cooperation been established that
there is a positively safe and sure
second line of defense in well-pre-
pared associate officers and assist-
ants and in committees and boards
of control.

Death nor any other circum-
stance taking one or more officers
out of place has never retarded
nor can ever retard the constant
progress of the Negro business in-
stitutions of Durham. There are
no closed offices, no privileged of-
ficers, no secret chamber sessions.
One is impressed with the general
knowledge of the affairs of these
institutions each responsible party
thereto has.

C. C. Spaulding Talks

When asked how this coopera-
tion was established and how it is
maintained without conflict of am-
bitions, the president of the North
Carolina Mutual Life Insurance
Company said that this family of
institutions has two great ideals:
the first, the oneness of heart in

integrity and good-will, that no re-
proach may ever come against them
or any loss to any of their many
patrons; the second is the oneness
of business mind that determines al-
ways to have efficiency of business
methods in the operation of each
and every activity, so that science,
not luck or chance, assures a cer-
tain knowledge of each business at
any and all times.

Not even the most trusted and
responsible officer has opportunity
or power, even if he had desire, to
create friction, to weaken the co-
hesion of these cooperative units,
to hazard any of the holdings, or
to direct any of the funds or pro-
ceedings into unsafe or unsound
channels. More than a quarter of
a century finds integrity and effi-
ciency still the keystone of the Ne-
gro business service of Durham.

Not Small Institutions

And let it be remembered that
these are not small institutions
with small invested capital. They
run into large figures, not mere
book figures but real, live figures
of moneys turning over and over
for the service and progress of the
Negroes of the country and paying
good dividends to those whose capi-
tal made beginnings and develop-
ments possible.

Assets \$3,000,000

The North Carolina Mutual Life
Insurance Company is now a more
than \$3,000,000 institution in this,
its 28th year of operation, assets in-
creasing in 1926 from \$2,750,000 to
the new figure. The premium in-
come for 1926 was more than \$2,-
000,000. Negro property owners
have been loaned the company's
money in first mortgages on not
more than 50 per cent of safe real
estate value of \$1,250,000.

Million Dollar Bank

The Mechanics & Farmers Bank,
with a branch in Raleigh, North
Carolina, is also in the million dol-
lar class of resources and declared
a four per cent annual dividend.
Nineteen years of banking in Dur-
ham has meant not only the safe
keeping of money, but also the safe
investing of it.

Banker's Fire

The Bankers Fire Insurance
Co., the only Negro fire insurance
company in America, with resources
of \$371,589.92, also declared a 1926
dividend, 5 per cent, after setting
aside \$9,745.91 for surplus increase.

Finance Corporation

The National Negro Finance Cor-
poration, founded by Dr. R. R. Mo-
ton and launched by C. C. Spaulding
and his associates of Durham, with
resources of about \$100,000, declar-
ed again a six per cent dividend.

This corporation has no paid of-
ficers. Dr. Moton's ideal for this
organization is that its hall be pure-
ly a financial service station to
create a reservoir of capital to fi-
nance Negro groups and individuals
in legitimate and worthy business
enterprises.

Building and Loan

The Mutual Building and Loan
Association closed its sixth year
with \$350,000 in resources. This
Association was second in earnings

among 239 building and loan as-
sociations reported.

Southern Fidelity

The Southern Fidelity and Sure-
ty Company with assets of over
\$100,000 is supplying the great need
of safe and certain indemnification
of the Moral risk of officers in re-
sponsible positions.

Royal Knights

The Royal Knights of King Dav-
id, over the service and destiny of
which W. G. Pearson has kept un-
failing vigilance for 43 years, is the
most substantial fraternal organiza-
tion in the country. Its assets are
over \$200,000.

Other Enterprises

Durham is also the home of sev-
eral other successful Negro enter-
prises, among them being the Peo-
ple's Building and Loan Association,
the Damp Wash Laundry, the Con-
solidated Laboratories, manufactur-
ing several kinds of cosmetics,
three real estate associations, two
bakeries, two gasoline filling sta-
tions, three drug-stores and several
merchant tailors.

A trip to Durham, North Caro-
lina, is like one's visit to Tuskegee
Institute. Words cannot contain
the true story and real picture of
these thoroly organized, smoothly
running institutions, manned by Ne-
groes throughout and doing their
work in a most modern and effec-
tive manner. Certainly it would
convince the most pessimistic critic
that Negroes can build and operate
big business successfully when they

N. C. Mutual Vice President Carries Most Insurance

NEWARK, N. J.—John M. Avery, vice president and secretary of the
North Carolina Mutual Life Insurance Company, of Durham, carries more
insurance on his life than any other colored insurance official in the coun-
try, according to Harry M. Pace, president of the Northeastern Life Insur-
ance Company, located here.

Mr. Pace issued this statement following the perusal of a special issue
of the Spectator magazine which lists the "Prominent Patrons of Life In-
surance." In this list there are 13,000 names of persons in every state in
the country carrying over \$50,000 of insurance.

One hundred ninety-four persons are named as carrying over \$1,000,-
000 insurance. This last named list is headed by Rodman Wanamaker,
whose life is insured for \$7,500,000.

Mr. Avery's name is the only one included in this list.

WATT TERRY

The AFRO-AMERICAN in a special article several weeks ago stated
that Watt Terry, Massachusetts and New York Realtor, had recently taken
out insurance upon his life amounting to \$545,000.

He probably carries more insurance on his life than any other colored
person in America.

Investigation so far has failed to reveal the amount of life insurance
carried by Mrs. A. E. Malone, of Poro College, Mrs. A'lelia Walker-Ken-
redy and F. B. Ransome, of the Walker Company, Florence Mills and Jose-
phine Baker, in the theatrical field or Roland Hayes in the field of artists.

DR. BOUSFIELD

The AFRO has learned that Dr. M. O. Bousfield, president of the Lib-
erty Life Insurance Company, of Chicago, carries \$70,500 insurance.

W. Ellis Stewart, of the same company, is said to carry \$50,000. Earl
B. Dickerson, general counsel, has between \$40,000 and \$45,000.

Insurance-1927

Ohio.

Life
**OHIOANS OPEN
NEW \$100,000
CORPORATION**

**Anchor Insurance Co.
Is Launched**

Cleveland, Ohio, April 1.—Another \$100,000 corporation has been successfully launched by the people of Ohio with the advent of the Anchor Life and Accident Insurance company with home office at Cleveland.

The deposit with the state of Ohio for protection of policyholders exceeds by \$34,000 the amount required under the law. The necessary amount required by law is \$100,000.00 but the President, John H. Lowery, manufacturer and capitalist, stated he would rather have too much and feel safe himself as well as have the policyholders feel safe.

Associated with Mr. Lowery are men of sterling worth and far-seeing ability. Prominent among them is Goodrich Giles of Piqua, Ohio, large land owner and planter, who comes to that means able to retire but having the interest of his people at heart continues active. John H. Lowery is president of the Velvet Brick Company whose rating in Dunn and Bradstreet speaks for itself. He is one of the largest single tax payers in Stark County, Ohio; is a genius in the art of finance. He stands out in his community as the friend of humanity, no race in particular but ever alert to every opportunity in rendering service to humanity.

More and more characters of this type are being brought forward by their contribution to humanity and their achievements mark an epoch for new inspiration to the young men and young women of our group. The Anchor Life will be welcomed by the other progressive Old Line Legal Reserve Companies. That there is room for it is demonstrated in the fact that Ohio is rapidly becoming the hub of the industrial activities of the

\$100,000.00 Corporation Organized

Another \$100,000.00 corporation has been successfully launched by the people of Ohio with the advent of the Anchor Life and Accident Insurance Company with home office at Cleveland.

The deposit with the State of Ohio for protection of policyholders exceeds by \$34,000.00 the amount required under the law. The necessary amount required by law is \$100,000.00 but the President, John H. Lowery, manufacturer and capitalist stated he would rather have too much and feel safe himself as well as have the policyholders feel safe.

Associated with Mr. Lowery are men of sterling worth and far-seeing ability. Prominent among whom is Goodrich Giles of Piqua, Ohio, large comes next to, if not equal to, that of Mr. Lowery, the president. Other prominent men in the state taking high place in the financial world and helping to direct the financial affairs

of the Company are Thos. H. Berryman, J. Walter Wills, Alexander H. Martin, Robert H. Riffe, John T. Smith, Alexander O. Taylor, Dr. U. S. Tarter, Marion E. Arthur and W. H. King of Cleveland, H. G. Emerson and Dr. J. H. Wallace of Youngstown, Robert F. Jones of Columbus, Dr. Lloyd H. Cox, Mrs. M. E. Anderson and Garfield Jones of Dayton.

Under the direction of a personnel like this, success is practically assured. Goodrich Giles of Piqua is a business man and a planter of large means able to retire but having the interest of his people at heart continues active. John H. Lowery is president of the Velvet Brick Company whose rating in Dunn and Bradstreet speaks for itself. He is one of the largest single tax payers in Stark County, Ohio; is a genius in the art of finance. He stands out in his community as the friend of humanity, no race in particular but ever alert to every opportunity in rendering service to humanity.

More and more characters of this type are being brought forward by their contribution to humanity and their achievements mark an epoch for new inspiration to the young men and young women of our group. The Anchor Life will be welcomed by the other progressive Old Line Legal Reserve Companies. That there is room

country and our people more and more are constituting the workers both skilled and unskilled.

**Supreme Life And
Casualty Co., To Erect
Office Building**

Columbus, Ohio, Aug. 9.—The Supreme Life and Casualty Company with headquarters in this city, announces the purchase of the property heretofore known as 612-614 West Ninth street, Cincinnati, for the immediate erection of a modern three-story fire proof building to serve the business and professional needs of Cincinnati and Hamilton County.

Insurance - 1927

Life

Insurance Companies Will Support Race Banks

the Victory Life Insurance Company, and Dr. M. O. Bousfield

Business Men

(Continued from Page 1)

MEMPHIS, Tenn. — The bulk of cash held by national Negro insurance companies will be deposited in Negro bank, if the recommendation made at the recent meeting of the National Negro Insurance Association in Memphis, Tenn., is carried out.

Practically all of the large insurance companies have agreed that they will make their deposits and open their savings in race institutions, according to Henry Allen of the National Negro Bankers Association and Dr. J. E. Walker of Memphis. Pointing out that the percentage of failures among banks operated by our group is less than that of other races, Dr. Walker declared that these institutions should commend themselves to our insurance companies as safe depositories for our cash reserves.

Many of the large insurance companies have already been carrying large accounts in race banks, several of them in recently located points, and the plan will make available to race customers the large amount of money held in trust by our large insurance companies for realty and other operations which will effect the progress of the financial background of American life and that the growth of banks and insurance companies is essential to financial stability.

Business Men

To Lecture at Negro Colleges

Memphis, Tenn., Nov. 30.—(A NP).—Dr. J. E. Walker, President of the National Negro Insurance Association, announced here Friday that a series of lectures on "The Business of Insurance Among Colored People" will be delivered to the students of various race colleges soon by men high in the ranks of Negro business.

"The National Negro Insurance Association," said Dr. Walker, realizes that the future leaders in the business and economic life of the race will come from among the students now attending our schools and colleges, and that the minds of these students must be properly impressed with a correct attitude towards the insurance companies of our own people if we are to secure a deserving share of race patronage."

In prosecution of this program Mr. Anthony Overton, president of

the Liberty Life Insurance Company, both of Chicago, are scheduled to lecture at Lincoln, Howard and other eastern institutions of learning. Dr. J. E. Walker, president of the Association, will fill engagements at Fisk University, A. and M. State Normal at Nashville and other schools. Mr. C. C. Spaulding, president of the North Carolina Mutual has accepted engagements to lecture at Shaw University and a number of other colleges in North Carolina.

Mr. M. S. Stuart, general manager of the Universal Life Insurance Company, Memphis Tennessee, will fill engagements at Tuskegee, Morehouse College, Atlanta, and Howard College, Memphis.

The officials of the National Negro Insurance Association are making efforts to augment its force of lecturers by engaging the services of Mr. C. B. King, of Memphis, Tenn., general supervisor of Southern territory for the National Benefit Life Insurance Company Washington, D. C., and Lieutenant G. W. Lee, of Memphis, Tenn.

Tennessee

Five -

BANKERS' FIRE INS. CO. OUSTS MISSING HEAD

Board Of Directors Act

Promptly In Case Of Of-

ficial Gone 4 Weeks

PRELIMINARY AUDIT
SHOWS NO DEFICIT

Wife of Lost Insurance Head

Is Daughter of Bishop J.

Albert Johnson

DURHAM, N. C., (Special)—W. Gomez, secretary-manager of the Bankers' Fire Insurance Company, missing since December 19 has been fired by the company.

On December 18th he left his home in Durham for Washington. All the following day he spent visiting a young man whose expenses he is paying at Howard University and left immediately to catch a five o'clock train for New York. His family feel he has been a victim of a fatal accident or is in some hospital suffering from amnesia.

Besides his connection with the Bankers' Fire Insurance Company, he was secretary-manager of the National Finance Corporation, of which Dr. R. R. [unclear] president, and is an executive in several other enterprises in the North Carolina Mutual group here.

His books have been audited and shown entirely satisfactory. He is said to have had no family or financial troubles which could have caused him to leave suddenly.

His wife is the daughter of Bishop J. Albert Johnson of the A. M. E. Church. He has five children, two of whom are adopted.

At a meeting of the Board of Directors of Bankers' Fire Insurance Company, it was shown that the company closed a most successful year on December 31, 1926. The admitted assets of the company were increased from \$342,413.72 to \$372,283.75, a gain of \$23,034.46; its reinsurance reserves from \$92,596.47 to \$115,630.93, a gain of \$23,034.46; and its surplus to policyholders from \$234,209.99 to \$244,649.73 a gain of \$10,439.74.

The Board declared a dividend of \$5.00 per share on its outstanding stock. This constitutes the fourth consecutive yearly dividend declared by the company.

Office Declared Vacant

The office of secretary-manager, having been declared vacant, the Board proceeded to elect a successor. W. Gomez, the former secretary-manager, and unanimously elected to this position L. W. Wilhoite, who has been connected with the company in the capacity of auditor since its inception in 1921.

In addition to the election of a new secretary-manager, the Board of Directors elected to the position of Asst. Secretary, the charge of underwriting, R. N. Harris.

The officers of the company are: W. G. Pearson, President; C. C. Spaulding and A. J. Strong, Vice Presidents; and J. M. Avery, Treasurer.

The statement of the company presented for consideration showed great advances in all of its important items. The company's assets now aggregate \$371,590.0, which is an increase of \$190,761.00 for the five year period ending December 31, 1926. Its premium reserve of \$115,631. showed an increase of \$99,438.0 and its surplus to policyholders of \$243,956.00 is an increase of \$83,381.00 over that of December 31, 1921.

Out of the total premium income of \$567,784.00 for the six years of its existence, it has paid in losses \$190,471.00, which means to use the language of the secretary—"that for every \$100 of premiums written, we have paid 35c in losses. A study of the statistics of other companies shows that the average is 48c. This shows that the company is extremely creditable and serves to dissipate in a favorable manner the theory that Negro risks are a sub-standard class, declared second.

A dividend of \$5.00 per share was declared as the result of the favorable operations in the year 1926.

The officers of the company are: W. G. Pearson, president; C. C. Spaulding and A. J. Strong, vice presidents; J. M. Avery, treasurer; L. W. Wilhoite, secretary; M. A. Goins and R. N. Harris, assistant secretaries.

NEGRO FIRE RISKS ARE LOW

Durham Company Has 35 As Against 48 Per Cent Average

DIVIDEND DECLARED

(Special to Journal and Guide) Durham, N. C., March 21.—The annual stockholders' and directors' meeting of Bankers' Fire Insurance Company was held March 17, at the office of the company.

Name He Used in Durham Assumed — Known In Kentucky As Wilson

DURHAM, N. C., April 21.—W. B. Gomez, former secretary manager of the Bankers' Fire Insurance Company of this city, whose sudden disappearance from this town last December, created a sensation and at first led to the belief that he was a victim of foul play, have been partially dispelled following an investigation into the early life of the man who had made himself somewhat of a prominent figure in the race's business life.

Investigation, conducted since his strange disappearance, has revealed the information that Gomez, who in truth is not Gomez but Wilson, prior to ten or twelve years ago, is merely running true to form.

Gomez, it is alleged, came from Lexington, Ky., 12 or 15 years ago and started as an insurance salesman. His hustle attracted the attention of the big men in Durham's Wall Street, and he was given employment. Because of his incomplete references, however, he was never given a position of trust, but one of a semi-official and clerical nature.

Gomez disappeared last December, leaving a wife and three children, and it was then learned that he was the son of a Wilson, who moved to Texas from Lexington, Ky. Gomez, under the name of Wilson, is said to have had two wives of the heart in the Blue Grass state. He is supposed to have divorced his first wife and deserted his second.

A complete audit of his accounts here show that he failed to make away with any of the funds. He left with what private loans he could make and the money he was able to extract for his own enterprises.

WARRENTON, N. C., Record, AUG 12 1927

NEGRO FIRE ASS'N ARRIVES TUESDAY

State Convention To Be Held Here For Three Days; More Than \$400 In Prizes

BALL GAMES AND DANCES

From town after town of Eastern and Central Carolina, members of the North Carolina Colored Volunteer Fire Association will move to Warrenton next Tuesday for their annual meeting which will be held here for the first time. The three days of the convention are to be crowded with activity.

Contests to determine the best companies and the best individual performances will be run between

the representative towns and members, all competing for the more than \$400 worth of prizes and for the honor and glory of their possession.

The program opens each morning at 10:30 o'clock with a business session, followed by the contests which will be held on Main Street. Each afternoon the local negro team will play baseball. Enfield, Raleigh and Smithfield will be visiting opponents. The evenings will be given over to dances which are to be held in the Centre warehouse. A band will be here during the entire convention.

The opening day's program at the Court House will be featured by a word of welcome from Mayor Frank H. Gibbs, a short address by Congressman John H. Kerr, and a speech by Hon. Stacy W. Wade, insurance commissioner of North Carolina. W. Brodie Jones will deliver a message from W. H. Burroughs, chief of the Warrenton Co.

Members of the local company have been working hard for the success of the occasion, and they have received the co-operation of many of their white friends. Warrenton is the home of John Plummer for more than 25 years State president, and of Peter Collins, veteran secretary. C. S. L. A. Taylor is president of the association now.